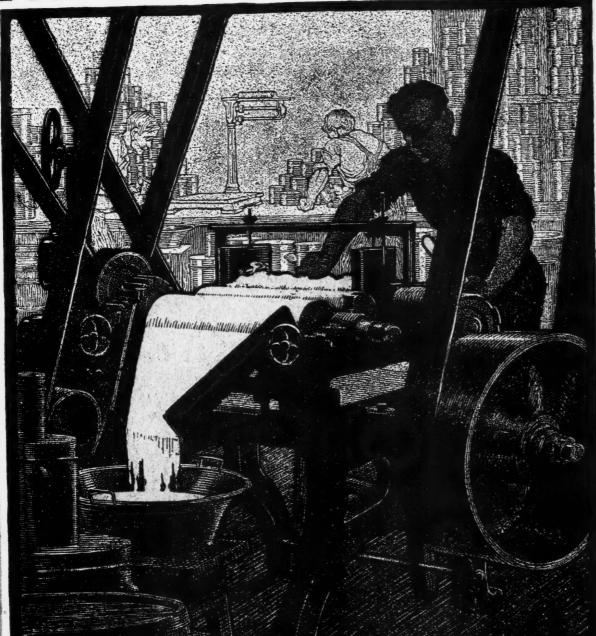
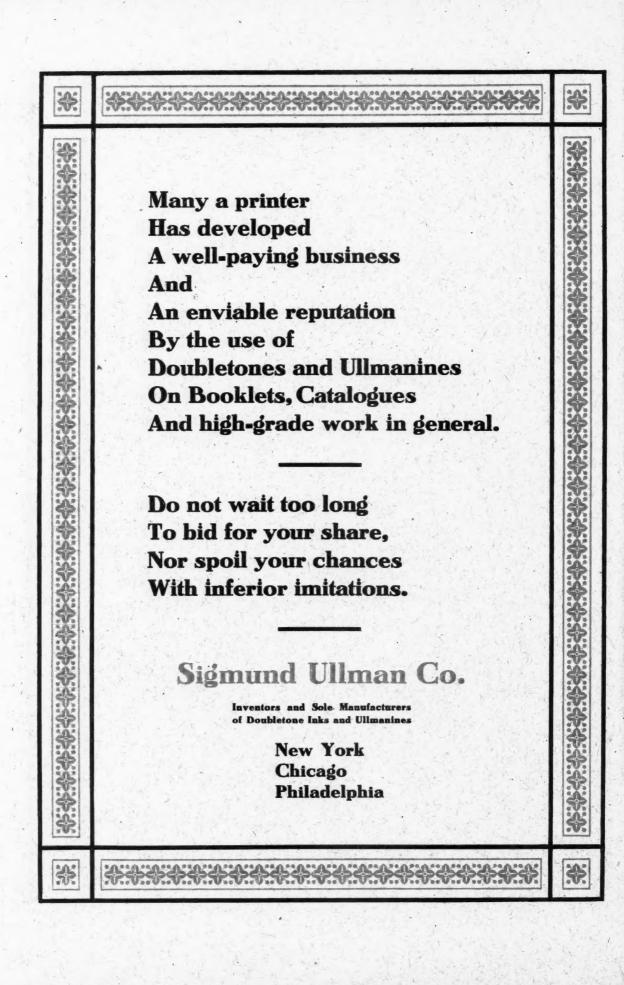
THE INLAND PRINTER



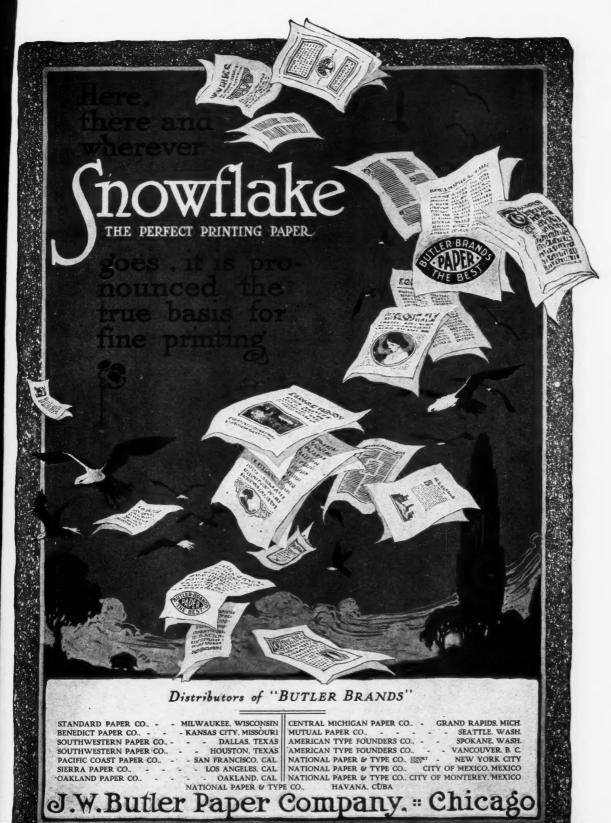
August 1909' Vol.43 Nº5



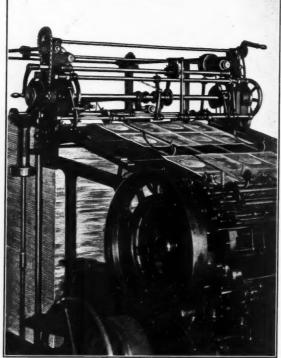




Theo Diverse



Monosheet-Feed



THE FEED YOU NEED

- ¶ Only one sheet and always one.
- ¶ Speed equal to capacity of press.
- No expert supervision required.

Simplest
Most Reliable
Most Accurate
Most Convenient
Easiest to Operate
No Adjustment
No Blowpipes
No Suction
No Bucklers
No Intricate Parts

The Monosheet-Feed has the fewest parts of any machine of its kind. Each of these parts is of the simplest possible con-

struction. Any one of an average intelligence can be instructed in the use and maintenance of the Monosheet-feed in one day. The Monosheet-feed does not require any adjustment for the different thicknesses and qualities of paper. The adjustment for the different sizes can be done in a few seconds, therefore no time is lost in the getting ready of the feeder for each run, and it pays to run same as well on short runs as on long runs. The speed of the Monosheet-feed is only subject to the capacity of the press, folder or whatever machine it may be attached to.

The Monosheet-feed is manufactured of the best material and the best of workmanship is employed. In consequence and on account of its utmost simplicity, wear and tear as well as the maintenance expenses are practically eliminated.

The Auto Paper Feeder Company (Incorp.)

CARL S. HANAU, President RUDOLPH L. HANAU, Vice-President

Flatiron Building, New York

In the advertising of Old Hampshire Bond we are working toward the betterment of the quality of paper used in business correspondence and literature.

We are showing the buyers of printing that quality should be considered first, cost afterward. In suggesting

OLD HAMPSHIRE BOND

to your customer you are educating him along the right lines.

Good printing, good paper and good prices are closely allied. That which makes for one makes for the other.

We are working together, or we should be, for our interests are mutual.

Hampshire Paper Company

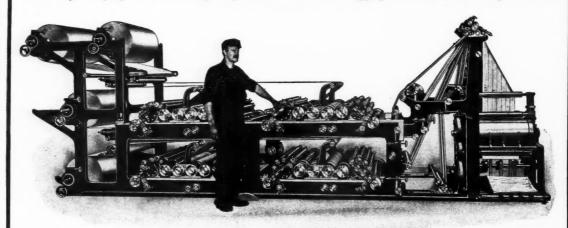
The only paper makers in the world making Bond Paper exclusively South Hadley Falls, Mass.



The Duplex Single-Plate Rotary

THIS is the latest and in many respects the most remarkable product of the Duplex Works. Hitherto there has been upon the market no thoroughly satisfactory machine for printing daily newspapers with circulations or with number of pages too large for our Duplex Flat-Bed Press, but too small to justify the great initial cost and the expense of operation of a metropolitan outfit. The only presses available for this large class of daily papers were handicapped by the expensive necessity of duplicate plates, and when printing more than eight pages, of reducing speed one-half, because of the necessity of collecting the sheets.

Furthermore, these presses, in order to print more than eight pages, must cut the web before it enters the folder, and thereafter carry the severed sheets by tapes, thus introducing the serious liability, inseparable from a tape-carrying device, of irregularity of movement and clogging of folder, with consequent loss of



DUPLEX SINGLE-PLATE 16-PAGE PRESS

An additional section may at any time be added, making a 20-page press

time and paper and frequent breakage of the machine. Another most serious objection to all these presses

is the fact that none of them are capable of printing 14 or 18 page papers.

In the Duplex Single-Plate Rotary all these disabilities and objections are removed. It prints any even number of pages, up to the full capacity of the press, from single plates and at full speed. And not only so, but because of their peculiar construction the plates themselves may each be made lighter than those of other presses. All these great advantages are secured by the introduction of **tubular plates**, an entirely new feature in newspaper presses.

FOUR of these machines were sold, without solicitation and without advertising, before the first one was completed



Duplex Single-Plate 16-page Rotary Press as Compared with Others

| No. Pages | No. Plates | Lbs. Stereotype | Metal Required | Speed claimed 20,000 | Per hour, practically | 10 | 12 | 16 | 880 | All at HALF speed; claimed 10,000 per hour, practically | 16 | 16 | 880 | 880 | No. Pages | No. Plates | Lbs. Stereotype | Metal Required | 10 | 10 | 405 | 20,000 per hour-may be run at 25,00 | 12 | 12 | 486 | if desired. All with look fold and with out collecting.

The Duplex is the only practical 16-page press that can print 14 pages, the only 20-page press that can print either 14 or 18 pages, and the only 16 or 20 page press that can print more than half its maximum number of pages at more than half speed.

SHAVING MACHINE

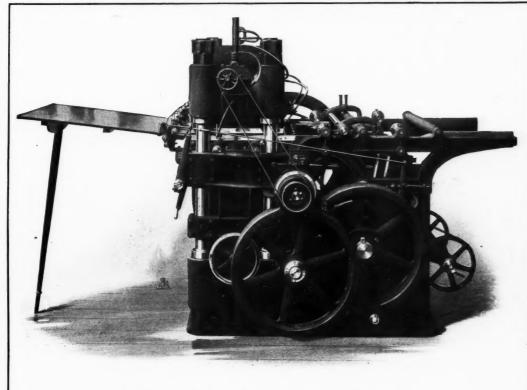
Send for Detailed Information.

Duplex Printing Press Company

Battle Creek, Mich. U. S. A.

The Seybold Four-Rod Embosser

With Mechanical Feeding Device



Built 22x28, 26x33, 28x38 and 32x42 inches.

We guarantee absolutely perfect register at a speed of from 850 to 1,350 impressions per hour, depending upon the size and style of sheet being handled.

Write for Descriptive Circulars and Prices.

THE SEYBOLD MACHINE COMPANY

Main Office and Factory, DAYTON, OHIO NEW YORK :: CHICAGO :: SAN FRANCISCO

THE J. L. MORRISON Co.

Canada Agents

Toronto

F. A. VENNEY & Co. hwestern and Mexican Agents Dallas, Texas

J. H. Schroeter & Bro.

Southern Agents
Atlanta, Georgia

Canadian-American Mchry. Co.

European Agents
London, E. C., England



Dross-Refining Furnace
Using coal or gas for fuel. A money-saver.



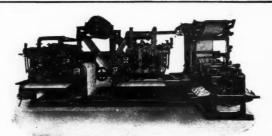
Patented Independent Steam Generator For supplying steam to Stereotype Matrix-Drying Tables. Using gas for fuel. Can be applied to tables already in use. Over 400 in operation.



Flat Casting Mould With cored lid and adjustable bar. Also made with plain lid.



Improved Matrix-Rolling Machine
Motor driven. Hundreds in use.



"Success" Web Perfecting Press
For printing illustrated periodicals.

Some of

R. HOE & CO'S IMPROVED MACHINERY

For Printing,
Stereotyping,
Electrotyping and
Photoengraving

The latest and best at moderate prices

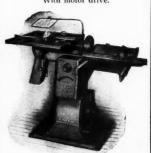
504-520 Grand St., NEW YORK

ALSO:

7 Water Street BOSTON, MASS.
143 Dearborn Street CHICAGO, ILL.
160 St. James Street . . . MONTREAL, QUE.
8 Rue de Chateaudun . . . PARIS, FRANCE
109-112 Borough Road . LONDON, S. E., ENG.



Improved Jig Saw and Drilling



Combined Saw Table and Trimmer



Power Screw-driven Shaving Machine Especially adapted for use in newspaper offices. The most powerful Shaver made.



Improved Metal Furnace and Pumps
With new "Equipoise" Curved Casting Molds for making stereotype plates. A valuable time and labor saving apparatus, which soon repays the cost of installation.

Cutting Machines For Paper, Lithographs, Books, Boxes, Board, Cloths, Tin Foil, **Exclusively**

Leather, etc., etc.

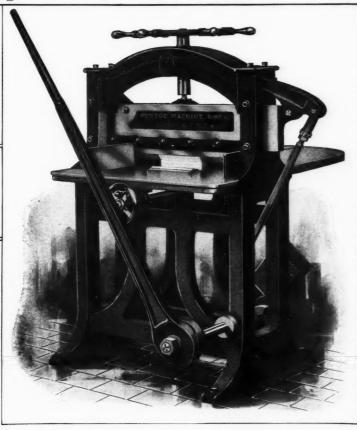
The Oswego

The Brown & Carver

The Ontario



Rigidly constructed and easily worked



Oswego Lever Cutter

Four sizes:

23-inch

26-inch

30-inch

32-inch

DO YOU KNOW THAT AT OSWEGO there is an organization of experts who

think of nothing else but cutting machines; who, with the advantage of over a third of a century's experithink of nothing else but cutting machines; who, with the advantage of over a third of a century's experience, are devoting their entire energies to the problem of cutting accurately and with the least expenditure for power, and within the minimum floor space, any kind of material or manufacture? To do this there are NINETY different sizes and styles of OSWEGO Cutters, each one with several improvements on no other, and one of these NINETY OSWEGO Cutters has features exactly adapted to your special needs. A constant study of the latest demands of the trade, not only in the United States but also in Europe, and the immediate adoption of any feature that increases the efficiency of these cutters insure your always having the advantage of the latest practices and the latest improvements whenever you buy a BROWN & CARVER or OSWEGO Cutter. Starting with the 16-inch OSWEGO Bench Cutter and going up to an 84-inch Automatic Clamp Cutter, these machines are made Automatic Clamp, Semi-Auto Clamp, Hand Clamp, Small Power, Hand-Wheel Drive, Hand Lever, Bench Lever and Die-Cutting Presses, with many special production-increasing attachments, and are all generally in finished stock ready. stock ready.

OSWEGO MACHINE WORKS OSWEGO . . . NEW YORK

NEW YORK BRANCH, 150 Nassau Street

WALTER S. TIMMIS, MANAGER

CHICAGO BRANCH, 347 Dearborn Street

J. M. IVES, MANAGER

The only factory making Cutting Machines exclusively, and the only one making a complete line of Cutting Machines. GET IN TOUCH WITH US-YOU WILL BE GLAD OF IT. The 1909 Catalogue is a little different.

The Unitype

Here is a typesetting machine with which a single operator can set 3500 ems of justified matter an hour.

It may be purchased for but \$1500, payable in three years' time; or leased for five years at a small monthly rental.

We have arranged with the largest typefounders in the United States to supply for it the latest and most popular faces, at prices hitherto unheard of; while with the machine we give Four Hundred Pounds of specially cast body-type.

The printer never before has had such an opportunity to make a high-class, high-earning, investment at so small a cost.

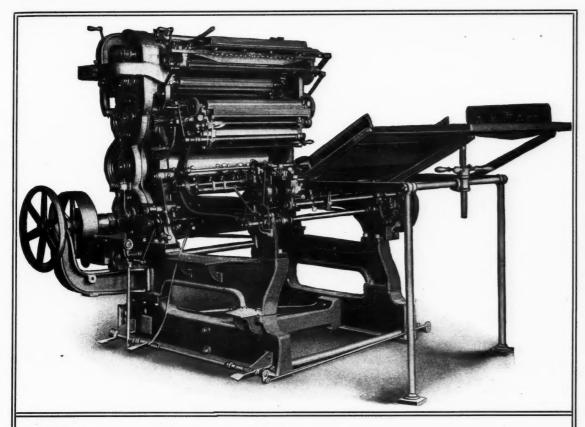
With this machine he can set the bulk of his work for less money than is possible with the line or type casting composing machines now in general use; and his product, being printed from foundry type, will give far better satisfaction.

Through the transaction we have just completed with important financial and practical interests, we are enabled to offer the trade such a chance to cut its costs as it has seldom seen.

Whatever may have been your past views, it will now be necessary, in the light of what we can show you, to reconsider the entire subject of machine composition.

Wood & Nathan Company

1 Madison Avenue, NEW YORK CITY



Three Points?!.

To enjoy your food your plate must be accessible.

To print with pleasure on an offset lithograph press the plate must be equally as convenient. The Harris plate is.

Handy blankets are appreciated in a happy home. (Not in August, however.)

The blanket cylinder on a Harris Offset Press is unhampered by mechanical contrivances which are in the way of the pressman.

Every one likes to be clean, even a press.

The impression cylinder on a Harris Offset Press is not tucked away where it gathers dirt, dust and rust, and can not be easily cleaned, but is out in the open, free from obstructions, within easy reach of the pressman (right in front of him) where it can be easily cleaned—a necessity on an offset press.

These are three Harris points.

Here are three more?!. Which interpreted mean, ask—you will be surprised—convinced—and finally buy a Harris.

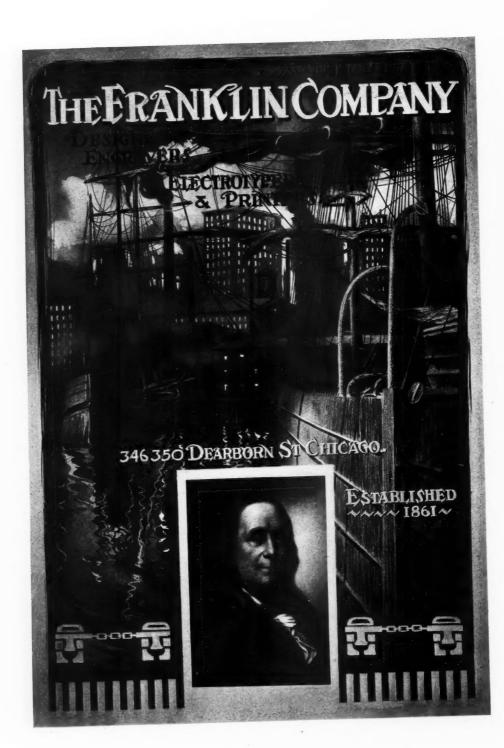
We have some more points.

THE HARRIS AUTOMATIC PRESS CO.

CHICAGO OFFICE Manhattan Building

NILES, OHIO

NEW YORK OFFICE 1579 Fulton Hudson Terminal Building



BARNHART BROS. & SPINDLER, WESTERN AGENTS, 183-187 MONROE STREET, CHICAGO Great Western Type Foundry, Kansas City, Missouri; Great Western Type Foundry, Omaha, Nebraska; Minnesota Type Foundry Co., St. Paul, Minnesota; St. Louis Printers Supply Co., St. Louis, Missouri; Southern Printers Supply Co., Washington, District Columbia; The Barnhart Type Foundry Co., Dallas, Texas; National Paper & Type Co., City of Mexico, Vera Cruz, Monterrey, and Havana, Cuba. On the Pacific Coast-Pacific Printers Supply Company, Seattle, Wash.

The Babcock Optimus The Babcock Optimus

Speed, register, distribution and strength;

and the Greatest of these is Strength.

No matter what perfections lie elsewhere, rigidity is the first of many qualities required in a printing press. If it does not practically offer inflexibility under impressional strains it must be unsatisfactory on the hard and heavy work now found everywhere. It will give inferiority, and the inferiority will cost more than it should because of the struggle to wrest from the machine something in does not possess.

In our printed matter we illustrate the section through the impression line of an Optimus of medium size. It shows the six tracks, and hints of the size, weight and strength of the center-girt, the main support to impression below the bed, upon which they rest. Its equal in strength does not exist in a like press, nor can it be attained. Driving motions and available space prevent.

A two-revolution cylinder must be lifted. The manner of doing it is the difference between superlative and comparative strength. Every other two-revolution has its cylinder boxes loose in the side-frames. They slide up and down, carrying the cylinder as it lifts and lowers. Such cylinders are not fixed. Opposed to this the Optimus cylinder boxes are a part of the side-frames, fixed and immovable, and hold the cylinder with great strength and solidity to impression. It is the only way to secure extreme rigidity, and avoid the looseness and flexibility inherent in many parts actuated from below the bed.

Again we refer you to our printed matter where we have space enough to fully explain the above, and to tell you of other things that make for a rigid press; wherein we tell you not only of the strongest press made, but of one in which every printing quality is as superior as its strength; we show you by language and illustration just why the Optimus is the best for the fast, hard and heavy work modern methods have made common, and that the qualities that fit it best for this work make it best for all. These reasons you can understand. We are confident they will appeal to you; for only through them can we account for the most satisfactory year in the history of Optimus manufacture now just closed.

The Babcock Optimus

AN ECONOMICAL DEMONSTRATION OF MILTON'S MODERNIZED IPOSING-ROOM FURN

When you buy Hamilton Furniture, you get the best equipment any printer has ever used. Wouldn't that be a source of satisfaction in itself?

We stand ready to show any progressive printing office roprietor that we can save him from 25 to 50 per cent of his proprietor that we can save num nom 25 to 5 per floor space and from 10 to 25 per cent in the time of his composition. Isn't that statement worth investigation?

Isn't that statement worth investigation?

Your floor space is probably worth something like 50 cents per square foot per year; that is about the average in city offices. If you are paying rent, figure it out for yourselves.

A composing-room cabinet actually occupies about 12 square feet of floor space. The alleyways and overhang of cases will take about 36 square feet—a total of 48 square feet, representing a rent expenditure of about \$24.00 per annum. A modern composing-room cabinet will cost you about \$80.00 to install. making a total saving of \$45.80 by installing one modern composing-room cabinet. How does it look to you now? there is a saving in material which we will leave out of this cal-culation. You already have a saving of over 50 per cent each culation.

year on the purchase price. It will be more than 100 per cent each in many instances. Can you make a better investment?

It will be the same with modern Stone Frames, Storage Cabinets, Working Banks and many other pieces of composing-room furniture.

Let us show you what others have accomplished by sending you a copy of "Composing-Room Economy." Look it over, and after you have grasped the idea ask us to show you what we can do with your composing-room.

Remember it is up to us to show you. If we can't make

you believe it would be to your interest to install modern



Let's be conservative and say a compact modern composing cabinet will save you only 20 per cent of your floor space. That would mean a saving of \$4.80 in rent each year. Worth consideration, isn't it?

Now it will save you, figuring on a very conservative basis, 5 per cent in your labor. That's good for \$41.00 each year,

furniture, you will be nothing out. Fill out the attached coupon and mail it to us, and we will have some one show you what can be done in modernizing your office. If we can't make good our claims, we do not want your order. We will get it, however, if you give us the chance we are asking, because we can make good our claims.

Results in the home of the Saturday Evening Post and Ladies Home Journal

THE HAMILTON MFG. CO., Two Rivers, Wis.: Philadelphia, Pa. Dear Sirs,—The Composition Bureau of this establishment was furnished throughout with wood goods of your manufacture. By the use of extension front, steel-run cabinets valuable floor space is saved, and, aside from the neat and orderly appearance of the equipment, we have made a decided saving in labor time because of the convenience of the outfit.

Very truly yours,

John B. Williams, Superintendent Mechanical Department. We are interested in the question of Modernized Furniture and we would like to have your representative show us a floor plan of our composing-room as you would re-arrange it, with a view to our installing such furniture as you can show us would soon be paid for in the saving accomplished. HAMILTON MFG.

City......State.....

Have you a copy of "Composing-room Economy?"......

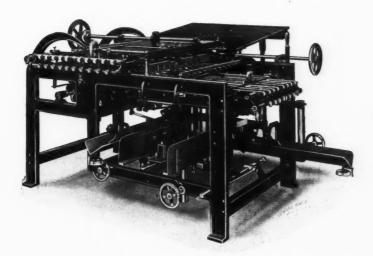
Main Office and Factories . . TWO RIVERS, WIS. Eastern Office and Warehouse . . RAHWAY, N. J.

ALL PROMINENT DEALERS SELL HAMILTON GOODS

A VALUABLE LINE GAUGE, graduated by picas and nonpareils, mailed free to every inquiring printer.

When you have been sufficiently *misled*, by buying imitations of our product, drop us a line.

Established 27 years ago.



"Togo" Catalog Folder

Made by

Brown Folding Machine Company

ERIE, PA., U.S.A.

New York Chas. A. Sturtevant & Co. 38 Park Row AGENCIES

London, W. C., J. Collis & Sons, 42 Regent Square, Gray's Inn Road Chicago Chas. A: Sturtevant & Co. 355 Dearborn Street

THE FUCHS & LANG MFG. Co.

29 Warren Street : : : NEW YORK 328 Dearborn Street : : CHICAGO 150 N. Fourth Street, PHILADELPHIA 44 High Street 44 High Street : : : : BOSTON Factory : : : RUTHERFORD, N. J. Machinery

Supplies for Lithographers and Printers

OWNERS OF

Emmerich & Vonderlehr Machinery

SOLE SELLING AGENTS FOR

The McKinley Perfection Distributing Roller

Improves Your Work Saves Ink Gives Perfect Distribution Simple but Effective

IF YOU HAVE NOT TRIED ONE, LET US SEND YOU ONE ON THIRTY DAYS' TRIAL

A FEW TESTIMONIALS

Messrs. Jos. S. McKinley & Co., Cincinnati, Ohio:

Gentlemen,—We write to inform you that we have just ordered another printing-press, which should be delivered here in the course of another three weeks. When it is installed we will give you an order for your "Perfection Distributing Roller."

We are now using this roller on five printing-presses and have tested them during the last three or four monts. It is a pleasure for us to say to you that this roller has proven to be just what you call it, namely, "Perfection." As Colonel Sellers used to say, "It is the lacking ingredient," and now that we have it we are not having any of the troubles that we previously had in the direction of thoroughly distributing the ink on our presses. The mechanism on this roller is simplicity itself, and yet the result is absolute. When the press is working, the roller must vibrate, thus the ink is bound to be perfectly distributed, and therefore all streaks and spots in the printing are done away with.

We cheerfully recommend this roller to all printers, believing that if they purchase one, that in two weeks after it is installed

they will find it absolutely necessary to have all their presses fitted up with this "Perfection Roller." Yours truly,

CHAS. W. SHONK CO.

Messrs. Jos. S. McKinley & Co., Cincinnati, Ohio:

Messrs. Jos. S. McKinley & Co., Cincinnati, Ohio:

GENTLEMEN,—After a thorough practical test of some months, we wish to say that your rollers, which we have attached to all of our presses, have proved a source of great satisfaction and delight to us.

The uniform result in the work produced by their action in the distribution of the ink and the saving of time on work on which the colors run more or less solid has been such that we would under no circumstances be without them.

Yours very truly,

ACHERT & HENCKEL,

WM. K. ACHERT.

MANUFACTURERS OF

HIGH-GRADE INKS

LET US CARRY THE WHOLE LOAD



Che Williamson-Haffner Engraving Co.

DENVER COLO.

EVERY TIME

a business man makes the acquaintance of

Morthmore Bond

(it has the crackle)

that paper makes a firm friend. Its success as a medium-priced, high-grade, satisfactory paper (with *serviceability* in every sheet and a wide range of colors and weights from which to choose) is due to the fact that it is better than anything we can *say* of it!

It proves more than we claim — for its good qualities have a way of surprising those who thought they knew them all!

(The samples we gladly send you will show why the sales are going up steadily.)

THE WHITAKER PAPER COMPANY

CINCINNATI, OHIO, AND NASHVILLE, TENN.

BAY STATE PAPER COMPANY

BOSTON, MASS., AND NEW YORK, N. Y.

PROGRESSIVE HALF-TONE BLACK



THE BLACK INK OF QUALITY Without an Equal



Thalmann Printing Ink Co.

Main Office and Factory, ST. LOUIS

=DEPO

415 Dearborn Street, . . . CHICAGO, ILL. 1509 Jackson Street, . . . OMAHA, NEB. 400 Broadway, . . . KANSAS CITY, MO. 222 North Second Street, . NASHVILLE, TENN.



THE AULT & WIBORG &O.

MANUFACTURERS OF

LETTERPRESS AND LITHOGRAPHIC PRINTING INKS

CINCINNATI · NEW YORK · CHICAGO · ST LOUIS · BUFFALO
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THE AULT & WIBORG CO.'S DUPLEX. SEPIA. G. S. 831·14.





No matter what type of machinery you are operating, or what your requirements are, "The KOHLER SYSTEM" will increase its output

For the electrical operation of the small rotary or flat-bed presses and newspaper web perfecting presses, the

MULTIPLE PUSH-BUTTON AUTOMATIC SPEED CONTROL

is a reliable system, simple in operation, easy to install, and should be considered as an investment — not a luxury. Here are only a few reasons why "The Kohler System" should have your earnest investigation:

Saving of Time—Because the operator has instant, automatic and absolutely correct control from the nearest push-button station.

Saving of Material — Because waste is avoided by prevention of mistakes in operation.

Increase of Production — Because of rapidity in making the machine ready, quick stopping when required, and eliminating waste material.

Saving of Power — Because of the minimum amount necessary to start the machinery, and the graduated increase of speed.

Protection of Machinery — Because danger of injury is eliminated by doing away with jars or jerks, and by automatic stopping in case of mechanical troubles.

Protection of Men from Injury—Because the operator, when working on movable parts of the machinery, can always protect himself by pushing the "SAFE" switch.

Remember, "The Kohler System" will meet the most exacting demands of every known form of machine which requires precise, accurate, instant and infallible control.

Tell us the kind of machinery you use, its make, size, and the voltage of your power circuit, and we will send bulletins describing how we operate it.

KOHLER BROTHERS

CHICAGO

Main Offices, 277 Dearborn St.

NEW YORK OFFICE 1 Madison Avenue LONDON OFFICE 56 Ludgate Hill, E.C.

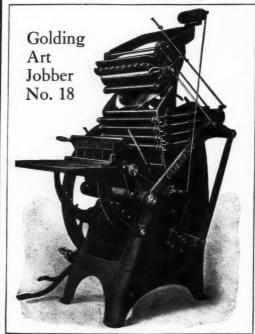








Everything Depends



Cost of Production

Production cost governs the job printer's selling price and profit. Reduce your cost and thereby increase your profit. We guarantee 25 per cent greater and better product from the

Golding Jobber

Three Golding Jobbers will do the work of four crankaction presses. Its users are willing to prove it to you. Can you afford to pay four men where it only takes three? You are simply throwing away time and money. You are losing profits.

We Guarantee Results.

Ask us, or ask your dealer to send you a Golding Jobber of the size preferred, subject to thirty days' trial and return if not satisfactory.

Golding Mfg. Co., Franklin, Mass.

Printing, Embossing, Stamping, Cutting and Creasing Presses,
Paper, Card, Lead and Rule Cutters, etc.

The name Jaenecke on our Label means Excellence and Unvarying Quality, and a Guarantee that we stand back of. THE JAENECKE PRINTING INKS are known the world over, and are recognized by those who appreciate uniform quality. The price is right. The quality is always right. THE JAENECKE PRINTING INK CO. Main Office and Works, NEWARK, N. J. CHICAGO OFFICE, 351 Dearborn Street NEW YORK PHILADELPHIA ST. LOUIS



How to Save Money Though a Printer

F the printer will stop to consider, there's more money lost in his "make-up" department than through any other channel. You handicap speed by "old methods." You blame the make-up man for loss of time. The fault is yours. You can not expect to cultivate the same number of acres with a stick plow and oxen as your competitor who is alert and equipped with modern utensils. Modern methods mean convenient facilities and increased production.

Your Make-up

is the one great leak that should be investigated by the progressive printer. The printer with **The Rouse System** can stop the leakage.

You ask, "What will all this cost?"

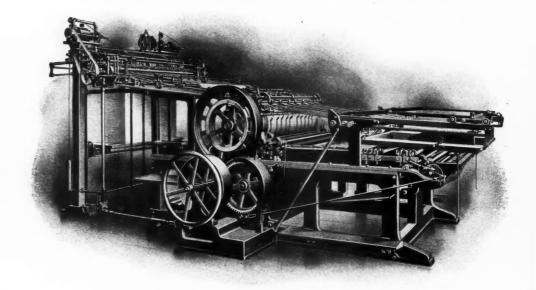
Modern "make-up" methods are an investment—not an expense. The question is, will you give up the old for the new? Your competitors use modern equipment—that's why they do business with profit; they can figure on an "estimate" intelligently; they know how much to allow for quick make-up. Speed and convenient equipment are two essential necessities. Suppose you let us submit an estimate showing the exact cost of properly equipping your plant. The Rouse System of Hooks and Bases is a Dollars and Brains proposition—and it's worth your investigation.

MADE ONLY BY

H. B. ROUSE & CO. 61-63 WARD STREET, CHICAGO

Originators of Point-System Bases

Fuller Folders and Feeders

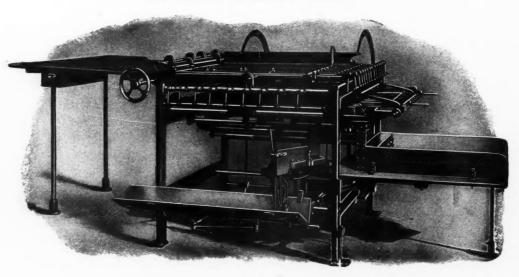


FULLER AUTOMATIC FEEDER FOR PRINTING PRESS

We guarantee an increase in production of ten to twenty-five per cent over hand feeding, absolutely perfect register and a saving in wastage of paper.

We make Automatic Feeders for all kinds of machines designed to handle paper in sheets.

THOUSANDS IN SUCCESSFUL OPERATION.



FULLER COMBINATION JOBBING FOLDER

Handles sheets from 12 inches by 16 inches to 38 inches by 50 inches in any weight of paper without wrinkling or buckling. Folds and delivers 8, 12, 16, 24 and 32 pages. Book or Periodical Imposition. Also long 16's, 24's and 32's two or more "on."

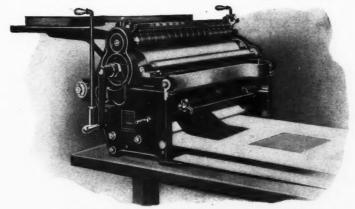
E. C. FULLER COMPANY

Fisher Building C H I C A G O 28 READE STREET

NEW YORK

WORKS NEW HAVEN, CONN.

The Smyth Gluing Machine



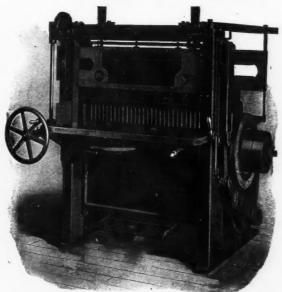
MADE BY SMYTH MFG. CO., HARTFORD, CONN.

Built on scientific and practical principles. Uses hot or cold glue, paste, dextrine or mucilage. Absolutely uniform application of any of the above materials. Automatic delivery of glued or pasted fabric, moist side up to conveyor. Simple, Rapid and Effective.

SOLE SELLING AGENTS

CHICAGO E. C. FULLER COMPANY NEW YORK

The White



Automatic Clamp

Hand Clamp

Foot Clamp

Accurate

Rapid

Powerful

THE BEST PAPER CUTTER EVER PRODUCED

FISHER BUILDING
CHICAGO

E. C. FULLER COMPANY

28 READE STREET
NEW YORK



Strathmore Talks

(Introductory)

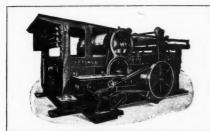
¶ Beginning with the next issue of this magazine we are going to run each month a series entitled "Strathmore Talks." It is our intention to make these talks strong and alive on the value and advantages of good printing and good paper.

We shall aim to give practical selling arguments that can be used with buyers of printing. Our experience has been varied and long, and while our talks may not all contain new ideas, certainly there will be some things worth reading. If at any time our line of argument is impractical for actual application, or there are points not mentioned, we should be glad to be set right.

These talks will necessarily hinge on the "Strathmore Quality" brands of Book, Cover and Writing Papers, than which we ourselves and many others are thoroughly convinced there are no papers of their classes better adapted for high-grade commercial and social work. The papers are shown in the "Strathmore Quality" sample books, and as reference will be made to these, you better let us know if you haven't the set. They are for responsible employing printers, advertising agents, etc.

MITTINEAGUE PAPER COMPANY MITTINEAGUE, MASS., U.S.A. The "STRATHMORE QUALITY" Mills

ELECTRIC DRIVE



Round Type Motor Belted to No. 7 Babcock Optimus Press.

IN PRINTERIES

is better than any other drive because it allows absolute control, is always ready for use, does not keep light out of the shop, and is efficient, reliable and economical.

Send for Bulletin No. 2294.

SPRAGUE ELECTRIC COMPANY

527-531 West Thirty-fourth St., CITY OF NEW YORK BRANCH OFFICES IN PRINCIPAL CITIES



THIS FALL

You'll need a new proof press. That old one isn't what it used to be. It's getting loose in the joints and generally going to the bad. Ought to have stood up longer. It will next time, if you make it a

Reliance The Reliable Proof Press

We haven't yet heard of one of these presses which has lasted forever," but we do know it is getting harder and harder to do business with the old established engravers. Why get a new one," they say, "When the old one is still good as new?" Let us tell you who some of those houses are and why they feel that way.

Address the makers,



17 x 25 inside chase. The largest Platen Printing-Press in the World.

30 x 44 inside chase. The Largest in the World.

The Cutting and Creasing Presses are built in 5 styles and are the Most Powerful and Largest Made in the World.

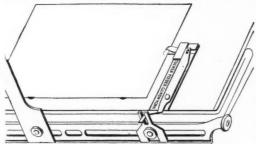
No. 1 - - - 20 x 30 inside chase No. 1½ - 22½ x 30¼ " No. 2 - - 23½ x 31 inside chase No. 4 - - 30 x 44 inside chase

4 Styles Printing Presses — 5 Combinations
3 Styles Embossing Presses
Stamping Press

Sold by all reputable dealers in the world
Send for Catalogue or ask nearest Dealer

THE NATIONAL MACHINE CO., 111-135 Sheldon Street, Hartford, Conn., U.S.A.

THE TUCKER AUTOMATIC REGISTER GAGE FOR PLATEN PRESSES



It will automatically pull each sheet to a perfect alignment, whether it is fed to it or not.

The worst feeder in your pressroom can not help feeding to a perfect register independent of the speed of the press.

Greatly increases the output. Is put on or taken off instantly; works with or without the gripper; is almost indestructible. Made in two sizes.

Price, \$3.00

FOR SALE BY ALL DEALERS AND

TUCKER FEEDER COMPANY 1 Madison Avenue NEW YORK

Let Old Mill Bond **Sell Itself For You**

Show your next letter-head customer samples of OLD MILL BOND.

Let him put it to every test he can think of for strength and durability-have him compare its style and finish with bond papers far higher priced.

You will find that OLD MILL BOND sells itself without fail - and it's the paper that nets you the biggest profits.

We are Mill agents-not jobbers We sell to you direct from the mill at the same price the jobber buys his paper.

We sell Old Mill Bond in case lots only. This is another advantage to you. It cuts out the competition of irresponsible printers, keeps down the price and gives you a reliable stock to fill orders promptly.

Send us your name on a postal. We will send you a complete line of samples of Old Mill Bond as well as of other grades of Cady case lot paper.



Look for our advertisements in the standard magazines and the leading national publications. These ads. teach business men to demand Old Mill Bond.

Cady Paper Co.

314 K Tacoma Bldg. CHICAGO

More than thirty years' experience in building

Photo-Engraving Electrotyping and Stereotyping Machinery

enables us to offer the most improved line of Printers' Plate-making Machinery.



We also handle a full and complete line of Photo-Engravers' Material and Supplies, including Chemicals.

Our 1909 Catalogue for Photo-Engravers is now ready.

WILLIAMS-LLOYD MACHINERY CO.

Headquarters for Photo-Engravers' Supplies 337 Dearborn St., CHICAGO

- FASTERN REPRESENTATIVES

UNITED PRINTING MACHINERY COMPANY

12 Spruce Street, NEW YORK

246 Summer Street, Boston

SUPERIORITY DETAILED.







No 24365

The "New Era"

Numberer

THE SIMPLEST AND STRONGEST
Reliable: Durable: Accurate: Efficient
Up-to-date LOW PLUNGER

MADE IN LENGTH AND WIDTH TO POINT SIZE

Model A-5-wheel, forward \$7.50

Model G-6-wheel, forward \$9.50

Engraved Steel Wheels. EVERY MACHINE GUARANTEED.

Made as a numbering machine should be—simple, strong, and easily understood. No complicated or unnecessary parts. No screws. Lower-priced machines if desired.

Made by the Oldest and Largest Numbering Machine Factory.

For Sale and in Stock by all the Typefounders and Printers' Supply Houses, or direct from WM. A. FORCE & CO., Inc., New York and Chicago

We make a Specialty of EXPERIMENTAL DEVICES, any combination. Every class of NUMBERING MACHINES REPAIRED

SAID THE OLD MAN TO THE BOY

"The only Book Ink which has given satisfaction to your father, my father, you and me."





1925 South St., - - Cincinnati 345 Dearborn St., - - Chicago 147 Pearl St., - - - Boston 11th and Hamilton St., Philadelphia 316 Fifth Ave., South, - Minneapolis THE QUEEN CITY PRINTING INK CO.



Thoroughly Dependable Printing Equipment

is most essential to the economical and prosperous printer. The Peerless Job Presses and Cutters are of the dependable construction; they require the least repairs of any make on to-day's market.



PEERLESS JOB PRINTING PRESS SIX SIZES

OUR ILLUSTRATED BOOKLET

tells an interesting story of how these machines are made and what they will do. Ask for it.

For Sale
by the
Principal Dealers
in the
United States.



PEERLESS-GEM LEVER PAPER CUTTER
FOUR SIZES

PEERLESS PRINTING PRESS CO.

The Cranston Works, 70 Jackson Street, PALMYRA, N. Y., U.S.A.

Lieber's and A-B-C 5th Edition Codes.

75%

of all Blocks used in America for holding and registering plates are made by Wesel. Every buyer should know why.



75%

Send for "BLOCKS: What Those Who Print from Plates Should Know About Blocks." By the only firm that makes all kinds of Plate-holding Blocks.



Wesel's New Reversible Narrowmargin Register Hook, in two pieces, showing how catch is removed for reversing.



Wesel extra-hard Iron Section.



All Wesel smaller Sections and Justifiers are slotted or drilled for lifting with tweezers.



Wesel Catches, slotted.



The catch reversed.



Wesel's Reversible Narrow-margin Hook, with Narrow-strip Catch, holding plates both sides.



Wesel's New Combination Ratchet and Register Hook.

A Big Step Forward

Wesel sums up forty-three years' experience in the new Wesel Reversible Narrow-margin Register Hook. It is simplicity, in two pieces. The catch may be reversed—a great convenience. It is the only Hook with a Reversible Catch. With hooks abutting, plates as narrow as ¼-inch may be held safely—this has been impossible hitherto. The catch is moved by an ½-inch worm-screw, larger than on any other hook, giving the maximum strain resistance. The catch moves one point for each maximum turn of lever.

The New WESEL is the Best Register Hook

For a quick-action hook, combined with facilities for exact register, the new Wesel Combination Ratchet and Register Hook is recommended. The ratchet wheel moves with the catch. The catch is brought to the plate quickly with a curved ratchet which does not scratch the sections and requires no groove to work in. The final fine register is obtained by a lever in holes drilled in recess behind the ratchet, thus giving the narrowest margin obtainable on a ratchet hook.

Always - Wesel Accuracy and Durability.

F. WESEL MFG. CO. Main Office and Factories Brooklyn, N.Y.

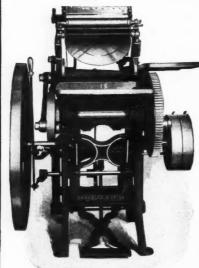
NEW YORK, 10 Spruce Street. CHICAGO, 329 Dearborn Street.

PHILADELPHIA, 712 Mutual Life Building

Largest complete Providers for Printers, Electrotypers, Stereotypers and Photo-Engravers in the world.

CATALOGUES ISSUED—(1) Printing Machinery and Materials; (2) Electrotyping Machinery and Materials; (3) Stereotyping Machinery and Materials; (4) Photo-Engraving Machinery and Appliances; (5) Curved Casting Apparatus for Harris Presses; (6) Blocks for Holding Plates.

Over 35,000 Chandler & Price Gordons Sold



This is remarkable, but listen: Of the more than 35,000 Presses sold and delivered by this Company, not one has ever been returned to the factory as defective in material or workmanship.

We have sold more than 22,000 Presses since the beginning of this century — less than nine years.

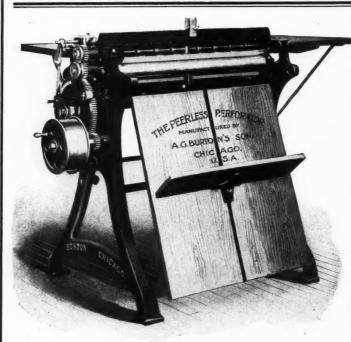
As printers' requirements become more exacting, Chandler & Price Presses become more in demand. As economy becomes more necessary, the sales of Chandler & Price Presses increase; as the necessity to get work out quickly increases, the popularity of Chandler & Price Presses increases.

No radical changes in essential principles have been made in the Chandler & Price Jobber, but a refinement in manufacturing has gone on with development in manufacturing processes.

The CHANDLER & PRICE COMPANY

okers — CLEVELAND, OHIO — U. S.

THE PEERLESS PERFORATOR



IT is distinguished for the rapidity and perfection of its work, makes a clean and thorough perforation at a high rate of speed, and is adjustable to a wide range in the thickness of the stock it will perforate.

SELLING AGENTS

			-	
E. C. FULLER CO				NEW YORK, N.Y.
GANE BROS. & CO				. CHICAGO, ILL.
T. W. & C. B. SHERIDAN .				. CHICAGO, ILL.
THE J. L. MORRISON CO.				. Toronto, Ont.
T. W. & C. B. SHERIDAN .				. LONDON, ENG.
S. KOCHANSKI				BERLIN, GERMANY
MIDDOWS BROS				. SYDNEY, N. S.W.
JOHN DICKINSON & CO.	٠,	C	API	E TOWN, S. AFRICA

Manufactured by

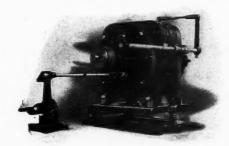
A.G.BURTON'S SON 155 to 159 South Clinton Street CHICAGO, ILL., U.S.A.

E. C. FULLER CO., 28 Reade St., New YORK Sole Eastern Agents
THE J. L. MORRISON CO., Sole Agents for Canada
JOHN DICKINSON & CO.,
Agents for South Africa and India

Use Modern Equipment!

KIMBLE VARIABLE-SPEED SINGLE-PHASE A. C. PRESS MOTORS

We are the originators of VARIABLE-SPEED A. C. MOTORS



Stop your kicking and get a Kimble Variable-Speed S. P. A. C. Motor and increase your output.

- PRICE -

¼ h. p., \$52.00 ½ h. p., \$60.00 ½ h. p., \$85.00 ¾ h. p., \$100.00 1 h. p., \$110.00 1½ h. p., \$130.00

Guaranteed Two Years. Send for Catalogue "P."

KIMBLE ELECTRIC CO.

324-326 West Washington Boulevard, CHICAGO, ILL.

The Greatest "Roman" of Them All!

PERFECTION No. 12

Manufactured by

THE J. L. MORRISON CO.

A. G. MACKAY, Proprietor

143 WORTH STREET - - - NEW YORK, U.S.A.

Chicago

Toronto

London, Eng.

Leipzig, Ger.

The most powerful Wire Stitching Machine in the World.

Capacity, ½ to 1½ inches in thickness. Flat work only.

Takes Wire 18 to 24 Gauge.

Speed, 80 Revolutions per Minute.



Size of Pulley, 15 inches.

> Weight, Net, 480 pounds.

Weight, Crated, 730 pounds.

Size of Table, 26 by 12 ½ inches.

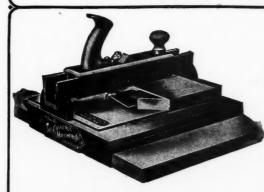
Floor Space, 3 by 3 feet.

Steam Power only.

ii Donfastlan ? No. 19

Designed and built on the same principles as our well-known No. 6 Machine, but for Flat Work only. It will form and drive a Wire Staple through a solid block of paper 1/2 inches thick perfectly, and can be instantly adjusted to stift any thickness down to 1/2 inches thick perfectly, and can be instantly adjusted to stift any thickness down to 1/2 inches the property of the proper

MAKE-READY HELP



WHEN every cut in the form is true and type-high, make-ready is half done. The HOERNER Combination Shute-Board and Type-High Machine quickly reduces cuts to type height, corrects warped and uneven blocks, straightens edges, cuts miters, trims leads, slugs and rule. It keeps busy saving time and trouble for its owner. You can very soon save its cost (\$35), to say nothing of its help-fulness in turning out uniformly good work.

Enough Chases

A big chase for a little form wastes time and often impairs quality of work. With McGREAL Chases you have a chase to fit any form, and at a price less than the cost of a few regular steel chases.

For example, twelve pairs popular lengths of McGreal Chases form sixty-six different sizes of chases and cost only \$65.60—less than \$1.00 per chase.

It will pay you to send for a circular and get posted.

MANUFACTURED BY

THE CHALLENGE MACHINERY CO.
GRAND HAVEN, MICHIGAN, U. S. A.



\$10,000 to Make This Trade-Mark Valuable to You.



The Buckeye "Suggestion Campaign" starts this month.

The initial expenditure will be \$10,000 — but it isn't the amount that is important, so much as the way we are going to spend it.

The purpose of our advertising will be, not to help you sell Buckeye Cover instead of some other stock, but to *increase* your business.

The Buckeye "Suggestion Campaign" will make orders grow where there were no orders before.

It will create new users of cover stock, will bring new, profitable, non-competitive business to every progressive printer who will take advantage of the opportunities created by our work.

If you want to know how we are going to accomplish this, and how you are to get your share of the benefit, send us your name, and watch our future announcements in this space.

In the meantime, you will find it a good move to familiarize yourself thoroughly with the various colors, weights and finishes in the Buckeye Line.

List of Jobbers in any recent Inland Printer. Get samples from nearest to-day, or write direct to

The Beckett Paper Company

Makers of Good Paper in Hamilton, Ohio, since 1848

The Reason Why

Hundreds of printers have asked why the American Type Founders Company ceased to advertise its type faces through trade papers and practically otherwise during the past year. The answer is solely because its foundries have been so crowded with work that it has had to "back order" extensively, and while working full time last summer and piling up millions of pounds, and working 56 hours all winter, it was not able to keep up with its orders for weight fonts.

It advertised in Boston, New York, Philadelphia, Baltimore, Chicago and St. Louis papers for type foundry employees, and hired every experienced person it could get and is training over 60 apprentices.

It made one large addition to its foundry a year ago; another 6 months ago and will complete 30,000 square feet additional September 1st, and will then add 50 more apprentices.

Over 60 of its machines have been continuously at work on Cheltenham Family alone. In the case of 12 point Cheltenham Bold, it had accumulated last summer 15,000 pounds of this one size, and while running several machines continuously on that size it was compelled to "back order" through the winter.

With the big addition to the plant and the number of type foundry employees it has been enabled to engage and the apprentices it is training, it will again renew its usual amount of advertising in trade papers and otherwise.

Look out for the new faces that are coming along.

American Type Founders Co.

Commercial Script

co Dains

3 A \$5 80 5a \$4 20 \$10 00

Brighter Kingdom

48 Point

3 A \$4 40 5 a \$3 10 \$7 50

Handsome Conceptions

36 Point

3 A \$2 90 10 a \$3 60 \$6 50

Delightful Composing Room Beautiful Furniture

30 Point

4 A \$2 65 10 a \$2 85 \$5 50

Banking Institutions Modernized
Remarkable Method

94 Point

4 A 89 05 14 a 89 05 85 00

18 Point

6 A \$2 00 19 a \$2 50 \$4 50

Gorgeous Reception Fine Speaker

Many Splendid Features Altractive Design

14 Point

8 A \$1 75 23 a \$2 00 \$3 75

12 Point

8 A \$1 40 32 a \$2 15 \$3 55

Delermined Foreigner Protesting Unsophisticated Citizen Fine Patriotic Demonstration Government and Railroad Securities Direct Slock Reports Stocks and Bonds Purchased

American Type Founders Company

Originator and Maker

Government Bonds

Railroad Investments

Specimens
of the new
Commercial
Script shown
in practical
display

Mordaunt Brothers

Municipal Securities

Second Floor Commercial Building

Burnet, Idaho

Louis Runselman, President

John Brand, Treasurer

The Runselman Company

Hydraulic Drills and Stone Crushers
Mining Machinery

Capital Stock \$800,000

Surplus \$200,000

East Houston Bank

Dearborn and Harmon Streets

Frank H. Shorman, President Gregory L. Burl, Secretary John B. Mesker, Treasurer Charles Bransdowne, Cashier

Berlin, Mo.,____

19_

Frank H.Sherman

President st Houston Bank Commercial Script

For Everyday Bank and Commercial Printing

American Type Founders Company

Leader in Stylish Type Designs

Rebuilt Linotypes

Model 1, Two-letter Linotypes

All worn parts replaced by new. Guaranteed to produce as good a slug as from a new machine.

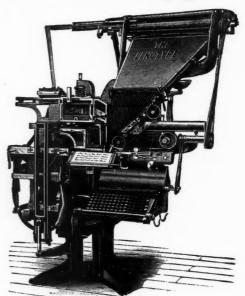
All machines sold with new matrices and new spacebands.

This is the only company that rebuilds Linotypes, that maintains a regular force of machinists and is equipped with up-to-date machinery.

¶ We have an exclusive special license to use patented attachments in rebuilding Linotype machines.

¶ All parts used by us in rebuilding Linotypes are purchased from the Mergenthaler

Linotype Company, and are made in the United States. Prompt delivery. Prices and terms on application. :: :: ¶ If you want other model Linotypes, write us.



We have completed special tools and attachments for the accurate repairing of Spacebands.

Price for Repairing Spacebands, each - - - 25 Cents

WE GUARANTEE ALL OUR WORK.



If you have a Linotype to sell
If you wish to buy a rebuilt Linotype WRITE US



Gutenberg Machine Company

WILL S. MENAMIN,
President and General Manager.

545-547-549 Wabash Avenue, CHICAGO

ESTABLISHED 1830

To the Trade: We beg to announce a new

Coes Knife

which we are selling as our "New Process" Knife. We have been supplying this knife in its improved form for over a year to our largest customers with the best results.

It is sold on our regular list at no advance in price.

Following our established habit of raising quality to the customer at no extra expense to him.



Micro-Ground. coes "Micro-Ground. coes "Micro-Ground. coes "Micro-Ground.

COES' RECORDS

Micro-Ground. Com Micro-Ground, Com Micro-Ground. Com Micro-Ground. Com Micro-Ground.

First to use Micrometer in Knife work (1890).

First to absolutely refuse to join the Trust (1893).

First to use special steels for paper work (1894).

First to use a special package (1901).

First to print and sell by a "printed in figures" Pricelist (1904).

First to make first-class Knives, any kind (1830 to 1905).

COES
Is Always Best!

Same package. Same warrant. Ask us. Micro-Ground. @ Micro-Ground. @ Micro-Ground. @ Micro-Ground.

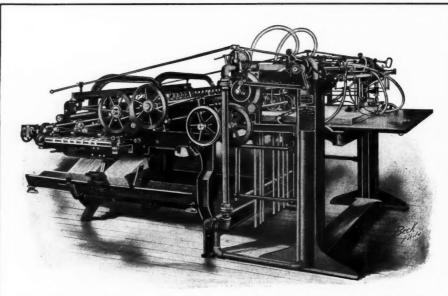
Loring Coes & Co.

DEFARIMENT COES WALLES

Worcester, Massachusetts

NEW YORK OFFICE - G. V. ALLEN, 21 Murray Street
Phone, 6:66 Barclay

THE CHAMBERS Paper Folding Machines



Double-Sixteen Folder with Automatic Feeder

An accurate machine of especial value on long edition work.

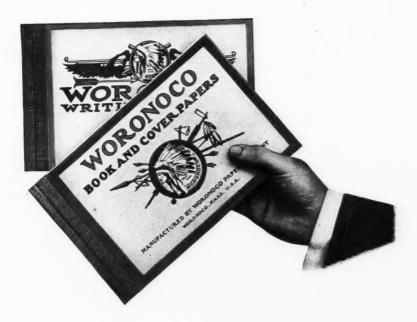
Among several sizes our customers find No. 528 is adjustable for 90 per cent of all such work in ordinary binderies.

The machine folds sheets from 40×54 to 19×26 inches, giving a folded page ranging from $10 \times 13/2$ to $43/4 \times 61/2$ inches.

All desirable modern appliances. Accurate, reliable work guaranteed.

Chambers Brothers Co.

Fifty-second and Media Sts., Philadelphia, Pa. Chicago Office:: 59 West Jackson Boulevard



A LETTER FROM YOU will insure your receiving a set of these books. And if we were you we certainly would write that letter.

THE BOOKS are as fine as they look and better. The papers are as good as you ever saw and the illustrations in keeping with the quality and character of the stock.

It doesn't make any difference how big a concern you represent or how prolific of ideas you may be, you need the books.

THE BOOKS are only for responsible firms in the printing, advertising and designing business, and will be distributed by express from the mill only. Agents will not have a supply for distribution, but will be glad to forward requests.

WORONOCO, MASS., U. S. A.

THE PAY-ROLL PAYS FOR

The Falcon Automatic Platen Press

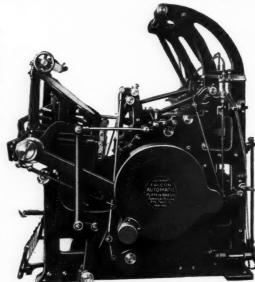
Will automatically feed, print and deliver any weight of stock from onionskin to cardboard.

Feeds from the top of the pile.

Speed, 3,500 per hour.

from flat forms.

No expert required. Absolute register.



Some of the Users

ASHBY PRINTING Co. . . Erie, Pa. WILBERT GARRISON Co., New York BRACELAND BROS. . . Philadelphia

BAKER-VAWTER Co., Benton Harbor LONGAKER, PRENTICE Co., Philadelphia

CHAMBERLAIN MEDICINE Co., Des Moines UNITED DRUG Co. Boston E. Rugg & Co. Winnipeg GEO. RICE & SONS . Los Angeles KINGSLEY, MOLES & COLLINS CO.,

SPEAKER-HINES PRINTING Co.,
Detroit FRANK PICKUP New York

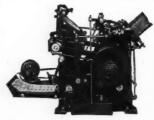
G. W. ENGLER . . Mount Vernon

Size, inside chase, 181/4 x 121/2 inches. Price, \$1,750, f. o. b. Factory.

he Express Falcon Platen Press

This press with Automatic Envelope Feed and Delivery is the fastest and most economical press for printing envelopes that has yet been produced. Speed, 4,500 envelopes per hour. The Automatic Envelope Feed Attachment can be removed and the Hand-feed Board substituted in five minutes, when flat sheets can be fed at the speed of 3,000 to 3,500 per hour.

> Size, inside chase, 10% x 7% inches. Price, \$800, f. o. b. Factory.



WITH AUTOMATIC FRED AND DELIVERY FOR ENVELOPES

COLLIERS THE NATIONAL WEEKLY 416 West 13th Street NEW YORK

Gentlemen,—We have had your Express Falcon Press in our place now about six months, and so far it has been entirely satisfactory to us. We are running envelopes from 3,500 to 5,000 per hour on it and getting very satisfactory results, and also find that it can be hand fed at least 3,000 per hour. The press is particularly adaptable to this sort of work as it has all the advantage of high speed and forms may still be changed on it as quickly as on an ordinary job press. So far we are very much pleased with its work.

(Signed) FLOYD E. WILDER,
Ass't Sup't. WITH HAND FEED AND AUTOMATIC DELIVER'
FOR FLAT STOCK

FURTHER PARTICULARS ON APPLICATION TO

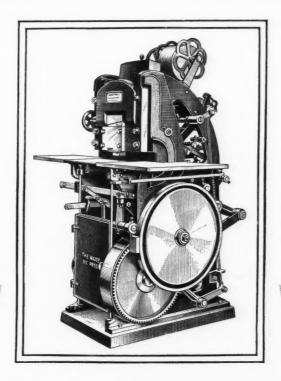
Auto Falcon & Waite Die Press Company, Limited

OFFICES AND SHOWROOMS Rand-McNally Building, 160 Adams Street, Chicago

Factory: DOVER, N. H. GENERAL WESTERN SELLING AGENT
D. H. CHAMPLIN, 342 Rand-McNally Building, CHICAGO, ILLINOIS.



PACIFIC COAST SELLING AGENTS
GEO. RICE & SONS, 350 Los Angeles St., Los Angeles, California.



DIE-PRESS PRINTERS

All over the world are using the "Waite" Die and Plate Press. Why? Because it is unexcelled in stamping, steel plate, photogravure and bank-note printing, securing the best results from the most delicate and fine-line engraved plates.

Inks, wipes and prints at one operation. Has a speed of 1,500 to 2,000 perfect impressions per hour. Uses far less ink than any other like machine on the market. Uses a thirty-five per cent lighter wiping paper than can be used on any other machine.

The only die press on the market that will give a hairline register.

Any intelligent operator can learn to manipulate the "Waite" Die Press in all its details in a few hours.

We want to tell you more about this press. Send for our booklet now.

Made in three sizes—3x2 inches, \$825; 5x3 inches, \$1,300; 8x4 inches, \$1,750

Auto Falcon & Waite Die Press Company, Ltd.

(Successors to American Falcon Printing Press Co.)

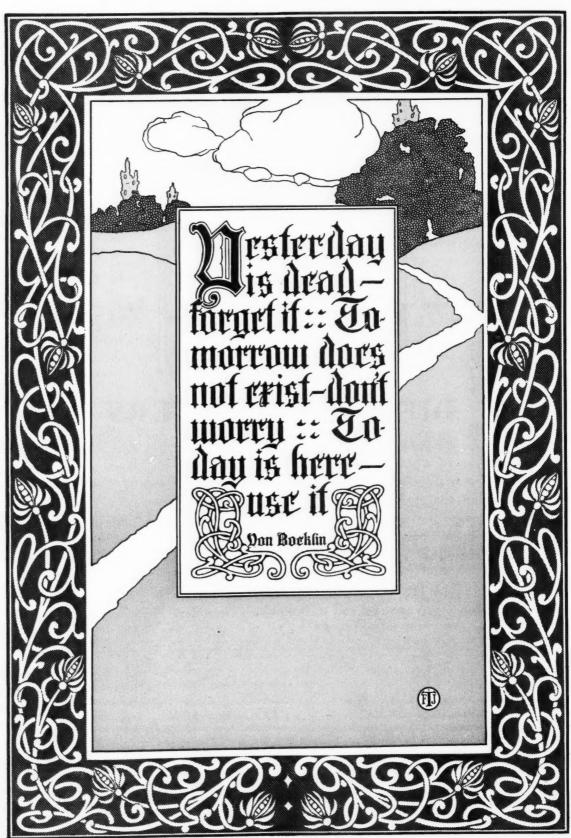
Rand-McNally Building, 160 Adams Street, Chicago

Factory at Dover, N. H.

Western Selling Agent
D. H. CHAMPLIN, Rand-McNally Building, Chicago

Pacific Coast Selling Agent
Geo. Rice, Jr., 350 Los Angeles St., Los Angeles, Cal.

Eastern Selling Agent: S. P. PALMER, 346 Broadway, New York City



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RECENT IMPROVEMENTS IN STEREOTYPING CURVED PLATES.

Y HENRY LEWIS BULLEN



FTY years after stereotyping by the clay process came into use the papier-maché process was introduced, and the flexibility of the paper matrix made it possible to cast curved plates. Curved plates were first used in America on the New York Tribune in 1861. Thomas Rooker, the superintendent

of that paper, had advocated stereotyping in vain for four years, but a great increase in circulation, caused by the Civil War, compelled the *Tribune* to duplicate or triplicate its forms. Thomas Rooker preserved one of the matrices used in making the first set of stereotype plates used on a regular edition in America, and that matrix is now owned by the American Typographic Library and Museum in Jersey City.

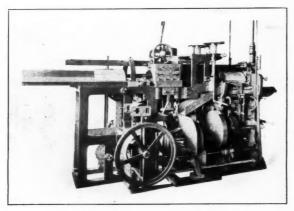
From 1861 to 1900 the only radical improvement in stereotyping was the introduction of the matrix-rolling machine, which to an extent made it unnecessary to beat in the matrix with a brush. The inventive mind was otherwise apparently dormant in this department.

In 1900 the method of making curved stereotype plates was revolutionized by the introduction of the Autoplate machine on the New York *Herald*. That paper frequently casts as many as 2,700 fullpage curved plates in a single night. The first Autoplate, which the writer had the pleasure of seeing on several occasions in the beginning, was practically perfect. Night after night for months its inventor, Henry A. Wise Wood, stayed by his

machine, instructing the operators, overcoming difficulties, and gaining experience on which to base the many improvements found in his later Autoplate machines. The chief object of stereotyping on newspapers is to shorten the time between what happens (the news) and placing the account of it before the readers. The Autoplate very materially shortens the time between closing the forms and starting the presses. It is automatic from the instant the operator places the matrix in the casting-chamber until all the plates required from that matrix are completed. It casts, completely finishes and delivers ready for the press plates of one-half inch thickness at the rate of four a minute. When the plate is one-quarter inch thick the rate may be seven a minute. These plates are cooled automatically in the latest type of this machine. It is said that there are twentytwo manual processes in casting a plate by hand in the old fashion, and nineteen of these are automatically accomplished by the Autoplate.

The Autoplate is used in all countries where newspapers have very large circulations. It was followed by the Junior Autoplate, a less expensive machine, which delivers the plates cast, sawed and beveled, after which they are carried to an ordinary curved shaving machine to be shaved and then finished by hand, or to an Autoshaver, which automatically shaves, trims and cools the plates. This was also invented by Henry A. Wise Wood, who in September, 1908, was awarded the Elliot Cresson gold medal of the Franklin Institute of Pennsylvania for his valuable and original inventions. The Junior Autoplate is made single and double. A single Junior Autoplate will cast three

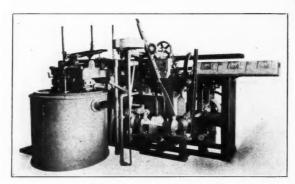
plates a minute, the double apparatus, having two casting-boxes, casts six plates a minute. The Autoshaver is auxiliary to the Junior Autoplate, the two combined accomplishing nearly all the functions of the standard Autoplate. One Autoshaver will finish (shave, trim and cool) the output of two Junior Autoplates at the rate of six



Standard Autoplate, front view, casting, shaving, finishing and cooling curved plates automatically, ready for the press.

plates in a minute. The foregoing important inventions are made by the Campbell Company, of which Mr. Wood is president.

One of the first difficulties encountered on the Autoplate was the tendency of the matrix to break down under the immense pressure developed in the matrix chamber. The gas-heated matrix-drying machine ("Roaster") was found necessary to thoroughly dry and harden the matrix. This machine was invented several years before the

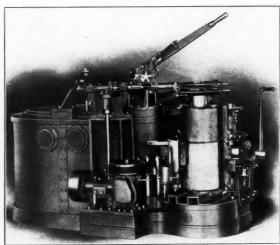


Standard Autoplate, rear view.

Autoplate, to which it is now a valuable auxiliary. It is manufactured by the F. Wesel Manufacturing Company.

The Autoplate stimulated invention in this line. Charles E. Hopkins, a practical stereotyper, seems to have been almost contemporaneous with Wood.

His apparatus, however, was not automatic. He was prohibited from manufacturing in the United States by order of the courts, pending decision of the suit of Wood against Hopkins for infringement. The Hopkins apparatus is in use in Germany only. The Goss Printing Press Company came successfully into the market with a patent pump stereotype metal furnace, by which the metal is pumped by hand into Goss' rocker style casting-boxes. This supplants the old method of filling the casting-boxes with ladles, and each casting-box is so poised that one man can handle boxes which formerly required two men. These pumps are made to supply from one to three casting-boxes. R. Hoe & Co. also makes a patent pump metal furnace with equipoise curved castingboxes, pumps made to supply from one to three boxes, each box easily handled by one man. The first application of the pump to the metal furnace may be put to Mr. Wood's credit. It is a marvel



Junior Autoplate, or Autoplate No. 2, casting, beveling and sawing curved plates automatically. The plates are shaved, finished and cooled on other apparatus.

that in an inventive age fifty years elapsed before any one took steps to abolish the clumsy and slow ladle. There is a parallel instance in typecasting. For four centuries the typefounders poured metal into their hand molds with ladles. In 1838 Bruce invented his casting machine, in which a pump to force metal into the mold was a chief part; and then, when the hand mold was made practically useless, except for making trial casts, an ingenious mind discovered that a pump could be utilized with a hand mold. Consider the millions of little types made in four centuries, each necessitating the pouring of a thimbleful of metal; consider the time that might have been saved if some one had thought of the pump! "The saddest words of

tongue or pen: it might have been." As it is, we must now rank Henry A. Wise Wood among the illustrious, with Gutenberg, Schöffer, Ged, Stanhope, König, Richard March Hoe, Gordon, Dellagana, Bullock, Ives, Benton and Mergenthaler, each of whom radically advanced the art and craft of letterpress printing by basic inventions, the foundations upon which others may build if they can.

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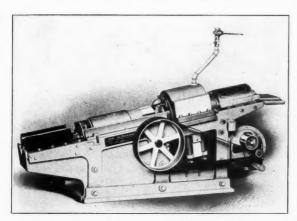
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The latest invention announced in this field is by Charles E. Hopkins, and styled the one-man semi-automatic stereotyping apparatus. It is designed for use with a pump metal furnace of the type made by Goss or Hoe. The front of the casting-box rocks from the perpendicular position in which it received the metal, to the horizontal position shown in the illustration, as in the Hoe and Goss boxes, carrying the plate with it. The operator shoves the cast and beveled plate onto the finishing cylinder by hand, after which the sawing and shaving operations are automatic.



Autoshaver, automatically shaving, trimming and cooling the plates cast on the Junior Autoplate.

The plate returns to top of finishing cylinder automatically, and is lifted to the water-sprayed cooling cylinder by a hand mechanism. It is claimed that this machine will produce these plates ready for the press, cast, finished and cooled, in two minutes, with one operator.

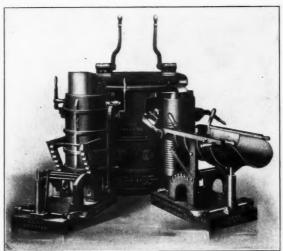
The very latest improvements relate to making the matrices. The original method, still largely used, is to beat the *papier-maché* into the interstices of the type-form, after which pressure is applied on a table heated by steam until the moisture is extracted from the matrix. Beating with a brush is effective but slow, and the matrix-rolling machine was invented to abolish the brush and save time. A rolling pressure is better, as it expels the air between the matrix and form, which direct pressure does not do so satisfactorily.

Pressure has been applied to matrix-drying tables by hand wheels for fifty years, and muscle was about as necessary as brains in making a satisfactory matrix. As the matrix conforms under pressure to the type-form the pressure relaxes and requires to be continually followed up. One manufacturer attempted to operate these tables with steam pressure, but as it could not be made continuous, steam failed. Within the past two years



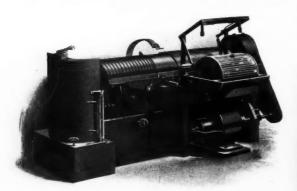
Gas-heated Matrix Drier or Roaster.

the F. Wesel Manufacturing Company has successfully applied pressure to its matrix-drying tables with compressed air. The patent compressed-air apparatus of the Westinghouse Company, manufacturers of air-brakes, is used. The first result is that pressure is applied without manual exertion by simply opening a valve; sec-



Goss' Pump Stereotype Metal Furnace, with Rocker Style Casting-boxes.

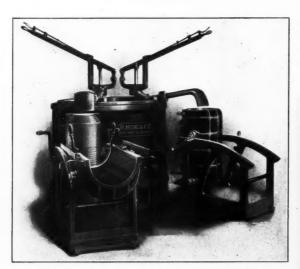
ondly, the pressure is continuously at its maximum until released; thirdly, the pressure ranges from sixty thousand to ninety thousand pounds on a type-page, as required, whereas thirty-five thousand pounds was the maximum by hand wheel. While the use of the matrix-rolling machines is still advised, it is found that the tremendous pressure on these new tables produces a satisfactory



Hopkins' one-man semi-automatic stereotyping apparatus, which completes a curved plate ready for the press.

matrix without rolling, especially if there are few half-tones in the form; and in the final rush minutes of getting to press the rolling machine is not now used on several large dailies. Tables actuated by compressed air may be heated by any approved method.

Hitherto matrix-drying tables have been heated by steam. Not many offices were able to get a



Hoe's Pump Metal Furnace, with Equipoise Curved Casting-boxes.

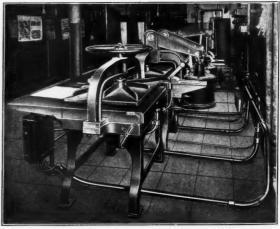
sufficient pressure of live steam, especially if the tables were several stories above the boilers, and gas-heated steam generators are very generally used in the large and livelier plants. Gas-heated tables are effective, but disagreeable and dirty adjuncts to a stereotyping room. Almost simul-

taneously with its invention of a compressed-air matrix-drying table, the F. Wesel Manufacturing Company successfully applied direct electric heat to their tables. Far more heat than is required can be developed, but the heat is usually regulated up to a maximum of 350 degrees. The maximum, rarely reached, on gas-heated tables is 277 degrees. When a temperature of 350 degrees develops by



Electric-heated compressed-air Matrix Drying Tables, front view. At the right is an old-style hand-wheel table. At the left in the rear is the air compressor. In the background is the electric signal apparatus.

electric heat, a bell rings, a red signal light flashes, and the operator reduces the heat by a turn of a lever. The combination of maximum heat and maximum pressure reduces the time of drying a matrix one minute and five seconds, and the results are said to be greatly improved. Not the least of the advantages derived from these two inventions are, first, cleanliness, and, secondly, a more normal



Rear view of Electric-heated Compressed-air Matrix Drying Tables, showing three operating levers actuated by compressed air. In the foreground is an old-style hand-wheel table heated electrically. (In this outfit this is used occasionally for double-page forms.) The pipes on the floor contain electric connections, and should be under the floor. The air compressor and its motor are seen at the back.

temperature in the stereotyping room. The heat, while intense on the table, does not radiate to an appreciable extent, and when the matrix is not in process the heat is diminished instantly. The air, formerly vitiated by scores of gas-burners, is now pure. When the pressure is released on these tables the type-form is automatically shoved from under the tables onto the apron. It will thus be seen that the stereotypers have entered upon less strenuous days, in which skill will count for more than muscle, and the stereotyping room, as these improvements become general, will become less of an inferno.

THE "STILL SMALL VOICE."

The moral of this story may be that it is better to heed the warnings of the "still small voice" before it is driven to the use of the telephone.

A New York lawyer, gazing idly out of his window, saw a sight in an office across the street that made him rub his eyes and look again. Yes, there was no doubt about it. The pretty stenographer was sitting upon the gentleman's lap. The lawyer noticed the name that was lettered on the window and then searched in the telephone book. Still keeping his eye upon the scene across the street, he called the gentleman up. In a few moments he saw him start violently, and take down the receiver.

"Yes," said the lawyer through the telephone, "I should think you would start."

The victim whisked his arm from its former position and began to stammer something.

"Yes," continued the lawyer severely, "I think you'd better take that arm away. And while you're about it, as long as there seems to be plenty of chairs in the room ——"

The victim brushed the lady from his lap, rather roughly, it is to be feared. "Who — who the devil is this, anyhow?" he managed to splutter.

"I," answer the lawyer in deep, impressive tones, "am your conscience!" And then he hung up.— Everybody's Magazine.

THE BOSS BACKCAPPER.

An Australian member of Parliament received from an indignant constituent, who had asked him in vain for a "billet" (a job in politics), the following unique letter:

"DEER SUR,- You're a dam fraud, and you know it. I don't care a rap for the billet or for the muney either, but you could have got it for me if you wasn't as mean as muk. Two pounds a week ain't any moar to me than 40 shillin's is to you, but I object to bein' made an infernil fool of. Soon as you was elected by my hard-working friends a feller wanted to bet me that you wouldn't be in the house moren a week before you made a ass of yousself. I bet him a Cow on that, as I thought you was worth it then. After I got your note sayin' you deklined to ackt in the matter i druv the Cow over to the Feller's place an' tole him he had won her. That's orl I got by howlin' meself horse for you on election day, and months befoar. You not only hurt a man's Pride, but you injure him in bizness. I believe you think you'll get in agen. I don't. An' what I don't think is of moar konsequince than you imajin. I believe you take a pleshir in cutin' you best friends, but wate till the clouds roll by an' they'll cut you - just behind the Ear, where the butcher cuts the pig. Yure no man. Yure only a tule. Go to hel. I lowers meself ritin' to a skunk, even tho I med him a member of Parliament."

Written for THE INLAND PRINTER.

THE BELIEF OF THE PRINTER.

BY FRANCIS MARION COLE.



N this day and age of incredulity, destitute indeed is he without a published creed. And, so, here comes

THE CREED OF THE PRINTERMAN.

I believe that the "Art Preservative" is the most exacting, nerve-racking and mind-straining

of all the trades pursued by man. The printer toils with diligence, endures with patience, is often maligned and, in the end, receives but a miserly remuneration.

I believe in the puerility of the prevailing practice of placing an order for printing but a few hours previous to the time of actual need. Requests requiring undue impetuosity are given but scant attention, and the outcome is often an abomination to the critical eye of the printerman and a burning disgrace to the buyer and user of printing.

 $I\ believe$ in the joy and beauty of work well done.

I believe in the judicious employment of a high quality of ink and paper stock, for I know that cheap color and poor paper are to the printer workman even as a dull saw and a slab of gnarled oak is to the carpenter.

I believe with all the strength of a printer's soul that the great mass of inferior printing which floods all channels of trade is due not to the incompetency of the man behind the stick, but solely and only to the inordinate greed of the man in commerce.

I believe the trade of the printerman is the most eminently deserving of all the vocations of man. The types in the hands of this wan craftsman have preserved to mankind all the riches in the literature of the ages—the songs, the poems and the stories—the products of the minds of the men of genius of all time. All that's worth knowing in the history of man—all the wealth of a deathless past, stretching back for almost an æon and pregnant with priceless gems—is at your finger tips on the printed page, prepared and published by the printerman.

THE OPEN SEASON FOR HONEST REPUBLICAN LAWYERS.

A graduate of an Eastern law-school wrote to a prominent lawyer in Arkansas to find out what chance there would be for him in that part of the country.

"I am a Republican in politics," he wrote, "and an honest young lawyer."

"If you are an honest lawyer," came the reply, "you will have no competition, and if you are a Republican the game laws will protect you."—*Everybody's Magazine*.

Written for THE INLAND PRINTER.

EVOLUTION IN LANGUAGE.

BY F. HORACE TEALL.



IE of the surest truths about evolution in language is that some of the locutions that become firmly established in usage are not good, and never can be good in any way other than as mere conventionalities. Some words when first used meet with stout opposition, but prove to

be so useful that no puristic objections can prevent their permanent establishment in use. The commonest criticism that would be powerful in counteracting such neologisms, and the one that is most telling as argument against them when they can not be supplanted by better words, is that they are hybrids. Philologists call a word a hybrid when it is made by joining elements from different languages, as in uniting a Latin word or element with one from Greek. We shall revert to this, to show that the criticism is not always potent; but first let us exemplify the opposite, with which we started. The other phase of the subject is mentioned here because of a wish to have the two ideas plainly in contrast — that some neologisms outlive their state of newness, and become firmly implanted in the language notwithstanding initial scholarly protest, and that others are almost universally adopted, notwithstanding inherent lack of any real commendatory quality. With these points well in mind, it may be profitable to note a few facts bearing on actual and possible evolution.

Fitzedward Hall, a Vermont Yankee who went to India, became a Sanskrit scholar and philologist, and then lived in England until he died recently, wrote a book on "False Philology," in which he called attention to many words that made their way into reputable use in spite of disreputable methods in their making. Professor A. S. Hill, for many years prominent in the English department of Harvard University, wrote a book on "Principles of Rhetoric," which deals interestingly with numerous instances of proper and improper evolution. These books and others, especially Greenough and Kittredge's "Words and their Ways in English," afford unquestionable evidence that certain locutions among those most strongly denounced by some verbal critics are absolutely beyond effective objection. This further digression is made because of the writer's inability to make in these articles anything like an approach to the exhaustive treatment which the books afford, and because of his strong conviction that every proofreader would be greatly benefited by careful study of everything involved.

One of the words firmly established in an erroneous use is convene with the meaning properly belonging to convoke. Proofreaders would be well within their province in uttering a strong protest against convene as meaning call together, because its elements actually mean come together. While good writers have for hundreds of years been using the expression "to convene a meeting," or to convene anything, and will continue to use it, it is and always will be fact that convoke is the preferable word, because it says just what is meant. Why did no one ever use convoke where convene is the correct word? It would be just as good as the other misuse, but one is very common and the other has never happened.

Another word that is often misused is comprise, but this is a case where the proofreader may use his good judgment without hesitation. Whenever this word is used as in two expressions actually published, the two being "the houses that comprise the row" and "the companies that comprise the regiment," comprise should be changed to compose. In all cases the things put together in a group compose the group, and the group comprises the things that compose it. This confusion of comprise and compose is exactly analogous to that of convoke and convene, with the one exception that comprise in the wrong use is simply occasional and comparatively rare, though becoming more common, while convene is more often used than the correct word, instead of convoke, In this case also it is at least a curious fact that no one ever uses compose where comprise is the right word, just as no one ever gets convoke into the place properly belonging to convene. A curious difference is noticeable, though, in the facts that in one case the more unusual word, and therefore the one that probably seems a little more learned, is substituted for the more familiar one, and that in the other case the one wrongly used is the more familiar.

Professor Francis A. March, widely known as a philologist, and the principal orthographic and orthoëpic editor of the Standard Dictionary, wrote a strong protest against the word electrocute when that word was new, and not only proposed electricute instead as being better made, but put his own proposed word into the dictionary, giving the one actually used only as a variant form. He made out a strong case in favor of his proposed form, showing positively that it is better made than the other. Yet the word of poorer make is the one in actual use, and will probably remain so; and a strong reason for this is found in the existence of many other words beginning with electro and of none beginning with electri as a distinguishable element.

Fitzedward Hall, in discussing objections made against the word presidential, which had been condemned by some critics as not correctly made, wrote: "Our presidential is complementary to both president and presidency, and presidental would be complementary to president only; but we required an adjective complementary to both that and presidency, and we have it in presidential." Although some men, who thought they were right, tried hard to

have presidential rejected and presidental adopted, they failed, and the reason quoted is a good one. The same arguments are applicable to residential and residental.

Charles Sumner thought he might make an improvement in the language when he used annexion instead of annexation; and, following his lead, a few writers adopted his proposed improvement. But the shorter word never was established in use, and was soon dropped altogether. Adherence to old familiar forms with wide analogies is deeprooted, and proposals contrary to it rarely find favor.

One more fact is worth noting here, with which our desultory consideration of evolution may conclude. It is astonishingly common, even yet, to find persons asserting that a word not defined in the dictionary can not be a good word. A case was called to the writer's attention recently. A schoolgirl used the word unusable in a composition, and her teacher said there is no such word, because it is not in the dictionary. On the contrary, it is as good a word as if every dictionary had it. One of the best-known dictionaries for many years, if it

is not still better known than its successor, was entitled "Webster's Unabridged Dictionary," yet the word unabridged did not appear in it. Tireless, meaning the same as untiring, not becoming tired, was not in any dictionary until very recently, yet it has been a very common word for a long time. Our language has many words that are not in the dictionary, while the dictionary, on the other hand, contains numerous words which are rarely if ever used in ordinary written or oral communication.

ADVERTISING A CITY.

In our modern pride of advertising we may delude ourselves into believing that we are pioneers in advertising a city.

We are wrong. About seventy-five years ago Cincinnati was boomed by an advertising campaign outshining some of our present efforts in clean-cut business method. Nicholas Longworth, progenitor of the present-day genial son-in-law of a famous personage, was at that time in possession of a group of seemingly hopeless hills along the Ohio. He couldn't sell them, he couldn't lease them, and he couldn't work them.

For a long time he studied the situation, and his mind traveled the same groove toward a solution that is traveled in so many present-day commercial difficulties — toward advertising. Longworth recalled the vine-clad terraces of the German Rhine, and he proceeded to use the only advertising medium which was worth much in those days — the postoffice — to bring viniculturists here.

He printed circulars and wrote letters to the full productive capacity of the little town of Cincinnati, and flooded the Fatherland with them. He told them exactly what he would want to know if he were in their place, describing soil, climate, living conditions, etc., and he offered them profitable employment and protection.

As a copy-writer he must have been a winner, and the original reason-why man, for how numerously the Germans responded is now a matter of history. Hundreds of thousands of Germans live in and about Cincinnati to-day.

If more cities with advantages would wake up and follow the example of Longworth or of Kansas City, whose splendid and resultful campaign is noteworthy, there would be a better adjustment of population and industry, to the profit of all concerned.

There has been too much unprepared and harum-scarum advertising done by cities, which has resulted in no good. An effective campaign must be well followed up. Montgomery, Alabama, several years ago, spent \$10,000 in advertising, and when results came in they were not organized to take care of them. Such a mistake is always fatal. — Printers' Ink.

STUDY YOUR ADVERTISEMENT BEFORE YOU PRINT IT.

It is easier to tear down than to build. The most carefully planned piece of advertising matter will be adversely criticized by people who never did anything half so good in their lives. For this reason every piece of printed matter should be the subject of much thought and study. Forestall and prevent criticism if you can.—Character.

THE VOICES OF THE DUNES.

BY C. G. BLANDEN.

Music is everywhere: No place so bleak and bare But hath a gentle spirit To sustain and cheer it; And even these sad dunes Have their enchanting tunes That crowd the seasons full -The wind, the wave, the gull, And here and there some grass Sighing as zephyrs pass So, even Grief doth find Some solace for her mind; She hath her music, too, Although its notes be few The fountain of her tears And some few hopes and fears That sigh among the reeds Where, wounded, her heart bleeds.

Pencil drawing by Otto E. Hake, Chicago.



Etching by Earl H. Reed.

THE VOICES OF THE DUNES.

Earest Rus 7



A. H. McQuilkin, Edito

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No. 5.

The Inland Printer is issued promptly on the first of each month. It aims to furnish the latest and most authoritative information on all matters relating to the printing trades and allied industries. Contributions are solicited and prompt remittance made for all acceptable matter.

SUBSCRIPTION RATES.

One year, \$3.00; six months, \$1.50, payable always in advance. Sample copies, 30 cents; none free.

Subscriptions may be sent by express, draft, money order or registered letter. Make all remittances payable to The Inland Printer Company.

When Subscriptions Expire, the magazine is discontinued unless a renewal is received previous to the publication of the following issue. Subscribers will avoid any delay in the receipt of the first copy of their renewal by promptly using the blank enclosed in the preceding number. Do not detach the lower coupon.

detach the lower coupon.

Foreign Subscriptions.—Po Canada, postage prepaid, three dollars and sixty cents; to all other countries within the postal union, postage prepaid, three dollars and eighty-five cents, or sixteen shillings per annum in advance. Make foreign money orders payable to The Inland Printer Company. No foreign postage stamps accepted.

IMPORTANT.—Foreign money orders received in the United States do not bear the name of the sender. Foreign subscribers should be careful to send letters of advice at same time remittance is sent, to insure proper credit.

Single copies may be obtained from all news-dealers and typefounders throughout the United States and Canada, and subscriptions may be made through the same agencies.

Patrons will confer a favor by sending us the names of responsible news-dealers who do not keep it on sale.

ADVERTISING RATES

Furnished on application. The value of The Inland Printer as an advertising medium is unquestioned. The character of the advertisements now in its columns, and the number of them, tell the whole story. Circulation considered, it is the cheapest trade journal in the United States to advertise in. Advertisements, to insure insertion in the issue of any month, should reach this office not later than the fifteenth of the month preceding.

In order to protect the interests of purchasers, advertisers of novelties, advertising devices, and all cash-with-order goods, are required to satisfy the management of this journal of their intention to honestly fulfill the offers in their advertisements, and to that end samples of the thing or things advertised must accompany the application for advertising space.

THE INLAND PRINTER reserves the right to reject any advertisement for cau

FOREIGN AGENTS.

W. H. Beers, 40 St. John street, London, E. C., England.
John Haddon & Co., Bouverie House, Salisbury square, Fleet street, London,
E. C., England.
RAITHBY, LAWRENCE & Co. (Limited), De Montfort Press, Leicester, England.
RAITHBY, LAWRENCE & Co. (Limited), Thanet House, 231 Strand, London,
W. C., England.
Penrose & Co., 109 Farringdon Road, London, E. C., England.
WM. Dawson & Sons, Cannon House, Breams buildings, London, E. C.,
England.
ALEX. Cowan & Sons, (Limited), General Agents, Melbourne, Sydney and
Adelaide, Australia.
COWAN & Co., Wellington, New Zealand.
F. T. WIMBLE & Co., 87 Clarence street, Sydney, N. S. W.
G. Hedeler, Nurnbergerstrasse 18, Leipsic, Germany,
H. CALMELS, 150 Boulevard du Montparnasse, Paris, France.
John Dickinson & Co. (Limited), Capetown and Johannesburg, South Africa.
A. Oudshoon, 179 rue de Paris, Charenton, France.
Jean Van Overstraeten, 3 rue Villa Hermosa, Brussels, Belgium.

EDITORIAL NOTES.

THIS is the season of the year to keep a sharp eye on the printing needs of your friend and neighbor, and let him know that you know what will be good for him.

THIS is August and the heat is still in the air, but many buyers of printing want their announcements mailed in September. So it behooves the printer to "get on the job" now. Far-sighted advertisers have their work done by this time, but there are numbers who are not noted as being possessors of foresight. The printer who thinks of these ordinary average people and gets after them now may reap a harvest. It pays to keep a watchful eye on the printing needs of possible customers.

EVERY employing photoengraver should read the article by A. W. Rathbun that appears in this issue. It is a plain, straightforward statement of the need of a cost-accounting system and a forceful appeal to put the photoengraving business on a more scientific basis. It seems absurd that one of the most modern of industries should for a large part be conducted along lines that comport with the days of small enterprises in which little capital was invested. The trade doubtless inherited this along with some better things from the wood engravers, with their limited productive capacity. But times and needs have changed, and Mr. Rathbun is an apostle preaching the doctrine of practical recognition of the new order in the business

PRINTERS brew trouble for themselves in failing to make the customer give explicit instructions, or in failing to comprehend explicit instructions. The mix-ups that result from uncertain instructions from preoccupied or muddled brains are a heavy drag on profits. This uncertainty is in all their acts. The orders that come to supply houses, for instance, are occasionally so obscure as to take the character of a rebus. A course of mental training, new thought, or any old thought, would be desirable for the man who sent an order to a Chicago ink house, reading as follows: "GENTLEMEN,- In regards to the ink for the enamel paper that I ordered and which you have no doubt sent by this time I wish to state in this letter that I did not in the other is that I think one fault is about the ink that I use that it is not thin enough or rather the cold weather causes it to be still, and if you yet think from this letter that you have not sent the kind I should have, will ask you to please send another kind from what you have sent. Respectfully yours, ——. P. S.—If you

know of anything that I can mix with the ink, in case it will not work that will help please advise." We venture the opinion that if the correspondent mixes his ink as thoroughly as he has mixed his syntax, he ought to obtain results.

In the Cost and Method Department there is a short article on insurance by Alderman W. P. Dunn, of Chicago. The subject is one of importance to many printers, who regard the insurance fraternity with some distrust after hearing of the experience of others. Alderman Dunn has been through the mill, having suffered a total loss by fire a few months ago. He is not embittered against the adjusters, probably because he kept an inventory of his plant and took other precautions that obviated controversy, which is always inimical to the interests of the insured. Those interested in insurance and others to whom the subject is like unto a closed book should peruse this article. Though it is largely local in some of its aspects, it may contain an unthought-of hint that will ultimately prove a substantial solace when a solace is sorely needed.

EMPLOYERS of union labor are upon occasions confronted with regulations from the local organizations that are trivial, vexatious and unneces-These enactments are prejudicial to all concerned. Accepting the proposition to deal with their workers as an organization, employers have a right to insist that their employees shall be present at the meetings the regulations of which they have agreed to respect. The foreman is the medium through which the employer deals with his help, and it would be a protection to the employer and to the workers themselves, if the foreman's duties should require each employee to present his card in certification of the fact that he was present at the meeting before beginning work on the succeeding day, or give a satisfactory explanation for his nonattendance. A few rules to help the employer might not be amiss.

THE old-age pension scheme of the International Typographical Union gives the world its most accurate information regarding the average wages of compositors, as they pay into the fund, on the percentage basis, one-half of one per cent of their earnings. The *Typographical Journal* says the monthly contribution for the last fiscal year averaged 37.3 cents a member. The 44,921 members in good standing earned \$40,293,738, or an average of \$897 a member. The *Journal* claims that no other union "can show an average earning capacity for its members that comes anywhere

near these figures." For the field covered, this is the most reliable data we have regarding the wages paid in any branch of the industry. It would be interesting to know just what percentage of compositors are not in the union ranks, but we have never seen that estimated. However, it is probably a good guess to say that members of the other unions in the printing-trade group receive \$25,000,000 a year in wages. That makes a total of \$65,000,000, the most nimble sum of that magnitude in the industry. So far as we know, this is the first time any union has secured reliable figures concerning the money its members handle during a year. When they actually realize the enormous volume of money that passes through their hands and the potentiality that inheres in it, the unionists will devise methods tending to make its expenditure inure to their advantage.

THE INLAND PRINTER welcomes the International Printing Pressmen's Union as a recruit to the ranks of the trade educationists. On the suggestion of President Berry, the recent convention authorized the appointment of a committee, which shall cooperate with the officers, to investigate and devise some method that will have the effect of "educating our journeymen to a higher standard of efficiency." The resolution has all the earmarks of being sincere, as the committee is not ordered to report to the convention a year hence, but is authorized to submit its plans to the referendum if the educational scheme involves material expense to the organization. Under the energetic leadership of President Berry-for whatever else one may think of that gentleman, all will concede him to be a reservoir of energy—we may reasonably expect that a first step will be taken toward popularizing the art and science that lies at the bottom of the well of presswork. The innovation is a logical move for the union to make and is in keeping with the spirit of the times. Possibly the most encouraging feature in connection with this action is that every delegate who spoke on the subject expressed hope that the committee would be able to accomplish the task assigned it. We may be pardoned reiterating our pleasure at this evidence of a harvest, for we have sown seed long and with the infinite patience that befits a teacher. The initial article in the first issue of THE INLAND PRINTER — October, 1883 — was an appeal for protection against "botches," and it was suggested there that the State should be as much interested in the development of mechanics and artisans as it was in producing lawyers and physicians. Since then we have steadily advocated enhancing the efficiency of the workers, according to such methods as appeared feasible—but our cry has always consistently been "Educate! Learn how to think straight on craft problems." Not only have we preached, but we have also tried to put our precepts into practice at times when it meant financial loss. But that is of the past, and is forgotten in the heartening that comes from knowing that another great organization sees the light.

Some well-meaning friends have asked from time to time why we did not adopt at least a few of the recommendations of the Simplified Spelling Board. Reason and logic are all on the side of the change, but we felt - knew, as well as such things can be known - that there was no demand for a change, as spelling is one of those affairs the popular voice will control, be it with or without reason. As many of our readers are required to spell correctly, for obvious reasons it were better for them to have their trade journal follow the orthography required of them in their daily work. If buyers of printing showed an inclination or were likely to show a desire for change, we should have done all in our power to help our readers fit themselves for the new order. That our conception of the attitude of the public was correct is borne out by the experience of Editor French, of Profitable Advertising. That excellent journal has been merged with another and is now known as Advertising and Selling. The "slightly simplified spelling employed" has been regretfully abandoned, and Mr. French explains the return to Webster, by saying that the "people do not like" the more modern spelling. During three years in which the editor indulged his soul in what he regarded as logical, sensible and scientific orthography he "was not once commended by one reader, and was constantly condemned by many readers!" is a case where change will come with exasperating tardiness, and those of light and leading will have to wait in patience till the great mass, that is "sot in its ways," is prepared to move forward.

ADVANCE copies of the reports of the officers of the International Typographical Union show that delegates to the fifty-fifth annual convention—which meets in St. Joseph, Missouri, on August 9 to 14—will be called upon to review the acts of a year of unparalleled prosperity. There are 652 subordinate unions, and the average of fully paid up members is given as 44,921—but 1,812 fewer than in 1905, just previous to the eight-hour strike, which was the banner year for membership. Attention is directed to the fact that the membership in good standing for the last quarter of the fiscal year was 46,949, which tops all records

by 215 members. It requires a rather bulky volume to give an epitome of the activities of this great organization with its anti-tuberculosis campaign, home, old-age pensions, supplemental trade education, and the expenditure of its immense revenues. The healthy condition of the funds is demonstrated by a surplus of more than \$250,000, to which should be added a somewhat greater sum in cash in local treasuries. It is expected that the convention will devote much attention to the discussion of changes in the old-age pension law and the feasibility of establishing an insurance scheme. There will also be an attempt made to move the headquarters from Indianapolis to University City, St. Louis, Missouri. The advocates of this change profess to see an opportunity whereby the union may ultimately become a millionaire real-estate holder without additional taxation. Some one has said of the International Typographical Union that its history reads like a romance. Its business methods are surely of a high order, and well deserve the commendation bestowed by former President Ellis in one of his addresses to the United Typothe-Notwithstanding its wealth and wonderful resourcefulness, the base of this union's greatness is the efficiency of its officials, the loyalty of its members, and that economic conditions prevailing in the trade offer a fertile field for unionism.

IN an article in the Cost and Method Department, Mr. Jordan, the Chicago poster-printer, depicts rather vividly the conditions existing in that branch of the industry before the formation of an organization. Distrust, envy, jealousy, hatred and price-cutting were so general that erstwhile friends became enemies, passing each other on the street as strangers. Such a tinge of barbarism colored the trade that the assembling of seven poster-printers in one room was regarded as a great achievement. The article shows what has been accomplished since, which is a tribute to the value of the "get together." In reproducing an appreciation of the Industrial Commission of Illinois we give a still more remarkable tribute to the power that inheres in supposed enemies telling each other their troubles. For years the labor element in the Sucker State had sought a better law for the protection of workers in mines and facto-The usual opposition from the manufacturers made its appearance, and yearly harsh language and bold insinuations were bandied back and forth. The governor appointed a commission composed of representatives of the unions, employers' associations and sociologists. together, looked each other in the face and found "the common ground upon which both sides may

stand without the sacrifice of either principle or self-respect." The sociologists were expected to act as mediators between these ancient enemies, but their services were not needed in that capacity. This commission developed what the representatives of the unions claim is the most "comprehensive labor code in America if not in the world," and while it has been enacted into law, the labor men say "the fundamental thought is that the employer will make its legal enforcement unnecessary, and the employee-safer, healthier and more contented — will contribute his not unimportant share to the public good." The brochure we quote is well printed on hand-made paper and is a word of thanks from the labor committee to the capitalists on the commission for their unselfish devotion to the common good. The pity of it is that, despite the manifold evidence of the humane and civilizing effect of association by conflicting interests, there are those who are slow to see the advantage of it.

THE report of the proceedings of the twentythird convention of the United Typothetæ in this issue shows that the organization has expended a tremendous amount of energy and some money in adding to its membership and preaching the gospel of "costs" to the craft. Secretary Heath reports that sixty-six new members constitute the result of the direct appeal, while time alone can furnish returns on the purely educational work. Possibly the most important incident of the convention was the step taken toward systematizing the work of the secretaries. The most significant action was the adoption of a resolution asking for the legislative elimination of the judicial doctrine of "contributory negligence" in damage suits. This constructional device of the courts has been designated as a "feudalistic brutality," which breeds injustice under our complex industrial system. For a quarter of a century the labor unions have been inveighing against the application of this theory in damage suits, and it seems meet that a printing-trade organization should be the first employers' association to take a modern position and speak out on the subject.

THE growth of organization spirit among printers is not wholly due to the tenseness of competition. The movement toward better business ethics is a subtle though powerful impetus. As ethics has to do with man's relation to his fellows, it necessarily follows there must be a foregathering to ascertain what is practicable in this step toward higher ideals. The old notion still prevails that there is neither sentiment, religion nor ideal-

ism in business — that its one god is Results. Notwithstanding the claims of intense individualists, we are not the absolute makers of our destinies. Powerful as commercialism is in these days, there is a still more powerful force compelling obedience to its wishes. That force is public opinion. It has ideals and sentiments; indeed, in some of its manifestations it is highly emotional. We have had evidences of its desire to repudiate the "deviltake-the-hindermost" doctrine. Its fulminations against Standard Oil and railroad methods were not so much aimed at those corporations as against their practices, which, after all, do not differ - in a moral or ethical sense at least — materially from those generally prevailing in the business world. The people were led to believe, however, that by calling on courts and legislatures they could curb the rapacity of some corporations. Go out on the highways and byways and you find the methods condemned infinitely more than the individuals involved are reprobated. The American people may be stunned for a while by their failure to punish the alleged malefactors, but they have made up their minds that some unethical practices must go. At bottom, the war is on policies rather than against men or corporations. The American public is not the most logical quantity in the world, but it attains its ends and, sometimes, in wondrous ways. We need only note the evolution of the chattel slave from being the most sacred kind of private property to a state of solicitously watched freedom and recent penalties imposed on the liquor interests which flouted public opinion to see that the people achieve their object without much regard for precedents or property rights. Those more or less expert at forecasting events realize that a new commercialism is to arise. The work of preparation is being pushed. Many are unconsciously doing this when they say, "Come, let us get together and see if we can not eliminate some of the bushwhacking. Surely business is not war, in which all forms of trickery and deceit are fair -let us see if it be not something better than that." And so they organize to discover that much of competition is foolishness and the mother of rottenness. In this manner the way is being paved for the elimination of those practices which offend the awakened moral sense of the great and allpowerful public mind.

HISTORICAL.

Gutenberg was born in 1398, and died in 1468; Jenson was born 1420, died 1482; Etienne, born 1460, died 1521; Garamond, born 1498, died 1561; De Tournes, born 1504, died 1564; Plantin, born 1514, died 1589; Elzevir, born 1540, died 1617; Fournier, born 1712, died 1768; Didot, born 1730, died 1804; Senefelder, born 1771, died 1834.

Written for THE INLAND PRINTER.

HOW LONG WILL IT TAKE TO SET THE JOB?

BY AN INQUIRER.



N the June number of THE INLAND PRINTER, page 371, I gave the result of some practical experiences in composing, correcting and locking up catalogues. Mr. F. J. Marlnee, foreman of the job department of the Union Printing Company, Wellsville, Ohio, writes as follows:

"After reading the article 'How Long Will it Take to Get the Job to Press?' published in the June issue of your magazine, I reached the conclusion that the composing-room time was entirely too long as given in both instances, provided that the page submitted is a fair sample of the entire catalogue.

"I am reasonably familiar with catalogue work, having worked as make-up and stoneman in some of the best shops in the country, and am a fair Linotype operator (not a swift, by any means).

"In a shop properly equipped for such work, and with operators—or at least the foreman—reasonably familiar with the capabilities of the machine, it seems to me that the time should be about as follows:

"The composition, if all measured as nonpareil, would amount to 4,320 ems to the page, and ninety-six pages would contain 414,720 ems. A fair operator should be able to set 2,500 ems per hour. Call it 415,000 ems in round numbers, this would give 166 hours machine composition.

"To do the work in this time, I would set the machine to twenty-one ems, the full length of the line, so as to be able to take care of any full lines. Then, the copy being all marked the measure it is to be set, I would set the jaw in to the longest measure on the page, setting the long assembler finger and slide likewise. I would set all of this measure for that page, then change to the next shorter measure, and so on throughout the entire Then taking the next page I would commence with the shortest measure and reverse the operation of first page, thus doing away with as many changes of jaw and long assembler finger as possible. This manner of changing takes a great deal less time than changing liners and ejector, and in the end will serve the same purpose.

"The slugs should then be trimmed on a Miller Saw Trimmer or some similar machine.

"In this manner I believe that the time could be reduced as follows:

Linotype con	nposition	166 hours
Inserting he	eads in proper places	on
galleys		16 hours

Trimming slugs on saw-trimmer	48	hours
Mortising cuts on same machine,	al-	
lowing an average of four cuts		
page, a total of 384 cuts		hours
Justifying cuts (provided there	is	
plenty of proper material at hand	1). 16	hours
Sorting cuts from box, placing sai	me	
on galleys in the order wanted	40	hours
Total	296	hours
Proofreading, make-up and lock-up.	777	hours
Making a total composing-room time	e1.073	hours

"It is necessary, in order to do the work in the time I have given, that the proper materials be at hand in sufficient quantity to justify the mortised cuts, and that the men working on the job know in advance just how they are going to do the work.

Average time per page...... 111/3 hours

"P. S.—Since writing the above I have set the specimen page shown, and the time of work including change from thirteen ems to twenty-one ems liners and ejectors until I was ready to change back to thirteen ems was one hour and thirty-three minutes. There were ten changes of long assembler finger and slide, and I set in the jaw ten times."

With the consent of Mr. Marlnee, his suggestion was submitted to some experienced Linotype operators, who object to his conclusions, reasoning that the time taken in picking out the uniform measures and grouping them would take longer than the few moments necessary to make the changes to the several measures. There is more liability to error by Mr. Marlnee's method in the estimation of these gentlemen. What have other readers to say?

Mr. Albert Scholl, of the Scholl Printing Company, Chillicothe, Ohio, writes:

"I am interested in your article of June issue relative to cost of composition on Crofts & Reed's catalogue. I am sending you under separate cover a copy of catalogue of The Chillicothe Hardware Company, which we printed. The specifications were as follows:

7,500 copies.

Number of pages, 64.

Trimmed size, 9 by 12.

Stock inside, 25 by 38 — 45-pound M. F. book.

Cover, 25 by 38 — 80-pound enameled book.

Bound with wire, saddled.

Black ink inside — cover red and black.

Eight eight-page forms inside.

Cover, one form — print and turn and cut.

"Cuts and copy were all properly marked and copy was in good shape.

"It took 293 hours to get out the composition, proofreading and corrections, stacked on stone ready for lock-up.

"We set it on a Model No. 5 Linotype machine, and the large display by hand.

"Some of the cuts were very much warped and had to be sanded and underlaid, which was done by compositor.

"The job contains about eight hundred cuts.

"How long would it take in Chicago to do the work? and, if possible, would like for you to make an estimate of what this job should be worth."

TRAFS
MODE AND RAY

THE CHILLICOTHE HARDWARK COMPANY

TRAFS
MODE AND RAY

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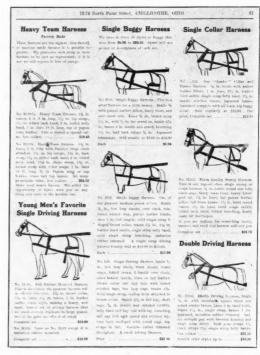
Size of type page, from rule to rule, 7% by 10½ inches. This is a reproduction of one of the most difficult pages. Only a few pages in the catalogue have uniform measures.

The writer obtained an estimate from a Chicago house and submitted it as follows, advising Mr. Scholl that in the opinion of several printers he was mistaken in the hours needed to do the job:

7,500 copies - 64 pages and cover - 9 by 12. 25 by 38 - 45-pound M. F. book - one color. 25 by 38 - 80-pound enameled book - two colors, work and turn. Saddle wire stitched. 8-p. forms. 16-p. forms. Composition, 64 pages and cover..\$488.00 \$440.00 Stock, 64 reams, 25 by 38 — 45-Stock, 4 reams, 25 by 38-80-pound, 25.00 cover Presswork, 8/8's, 7,500 each, \$25...200.00 120.00 Cover, presswork, 1/4 pp. red, 7,500. 18.75 Cover, presswork, 1/4 pp. blk. 7,500. 18.75 18.75 Cover, registering and slip-sheeting 12.50 12.50 40.00 Ink 40.00 48.75 Binding, \$6.50...... 48.75 ° \$967.75 \$879.75

Mr. Scholl replies that his figures and methods are correct, and says:

"In reply to your letter of the 2d relative to estimate on catalogue of Chillicothe Hardware Company. I note that some printers doubt the time used in getting the work ready for press, namely, 293 hours. It only goes to show that the 'country' printer has the ability to execute work with speed as well as the 'city' printer, but the



Size of type page, from rule to rule, 7% by 10½ inches. This is a reproduction of one of the easiest pages.

country printer must have plenty of material and can not run around with the bodkin in his hand and pieing dead and live jobs in order to get up the work, and the sooner the proprietors of the city and country learn that it is better and more profitable to patronize the typefounders a little more rather than pay for jobmen running around 'hunten' sorts — that's how much sooner he'll find that the jobroom can earn a profit as well as the pressroom.

"We always have on hand all sizes of leads and slugs still in the original packages ready for emergencies. Think of a job-office in a town of fifteen thousand doing an ordinary line of job and book work having three thousand pounds of leads and slugs and twelve tons of Linotype metal, bushels of metal, iron and steel furniture, brass rule, good skylights and good conditions. Wake up, Mr. Master Printer, and get plenty of good material

for your men and then insist on getting the maxi- "Written for The Inland Printer. mum output.

"You also make an allowance of \$12.50 for register and slip-sheeting. Beg to state that the writer registered the cover-form in fifteen minutes and did not slip-sheet. We use good machinery why couldn't we turn out quick work?"

Let me take occasion here to ask readers of these notes to remember that I am endeavoring to get opinions on "mechanical method"—to ascertain how long it should take to do jobs. The methods of figuring, cost accounting, etc., are considered elsewhere in this publication. If the composing-room or the pressroom or the bindery is not working under good generalship the printer will lose out. Printers can send in their questions and state their perplexities here, and their names and places of business need not be published. The names are given here only with the consent of the writers. But if printers will give their experiences to each other they will surely benefit the trade and, of course, themselves. Let us open these questions up boldly and get new light.

TOO COSTLY FOR USE.

A traveler in the heart of Alaska tells of seeing a man make a purchase in a Dawson store. He paid for it in gold dust, and in doing so merely pulled a leather poke from his pocket and handed it to the clerk. Then he turned round and began a conversation with another man, paying no heed whatever to his bag until it was handed back to him, when, dropping it once more into his pocket, he picked up the articles he had purchased and departed. He had given no heed to the weighing of the dust taken in payment, and unless he had weighed his gold before entering the store had no means of knowing whether the right amount had been taken out. The wondering tourist, coming from a land where change is at least glanced at when it is handed back to one, asked the storekeeper if all his customers were as trusting as this one appeared to be, and simply handed him their dust pokes to take what he wanted.

"He knows well enough," said the merchant, "that I couldn't afford to cheat him. We trust one another in this - more, probably, than you do in the States. In the early days we had to, and woe to the man who betrayed a trust. There is nothing so utterly unpardonable in a mining camp as a deal that isn't square and, in the early days, the man who was not square didn't last long."

There are those who are disposed to think exact honesty only a rigid requirement of divine law. It is a significant commentary on any such view that rough men on the very outskirts of civilization have found its enforcement an absolute necessity if they are to live together, and have made a community where dishonesty is so costly a luxury that nobody can afford it. - Forward.

NEMESIS.

Fare - "Hi, cabby, what are you stopping here for?" Cabby - "There's an old woman in 'ere a-getting an awful time of it havin' 'er teeth out. I wouldn't miss it for a dollar. I 'ad 'er for a fare yesterday." - London Opinion.

PRESSROOM PRACTICE—SOME OBSERVATIONS BY A STONEMAN.

BY VERNON POSSNETT.



HE following notes were intended as a stimulus to discussion following the recent series of articles in THE INLAND PRINTER by Mr. Gage.* The frequent reference to the question in the "Presswork" page of THE INLAND PRINTER suggests that discussion is needed.

issue gives some prominence to an answer on the relationship of cylinder and bearers, and the view of the problem is submitted as an outsider's criticism of a highly technical point. "Yes" or "No" -the concluding summary of this article, should be definitely accepted by every man in the craft. The writer says "Yes" and here are his reasons:

No visitor calls so frequently nor has such interest in the practice of a pressroom as the stoneman. In a large job-office he inevitably acquires a fairly wide experience of the capabilities of men and the performances of presses. While it would be sheer presumption for this man to pose as a critic of many features of presswork, he may reasonably claim to be heard on those details which concern the forms. Further, he may even be in a position to assist the pressman of limited experience, by setting forth some points in the practice of more capable men.

Craftsmen the world over are apt to suffer for want of intercourse. Whatever their calling, there is always a danger that they will become mechanical. Method degenerates into mere habit. The right hand's cunning can not be forgotten, because it belongs to the subconscious part of nature. Especially in a craft so closely allied to mechanical science does this danger assert itself. Mediocrity is the tool of the press; a press is the tool of ability. The solitary pressman in a village shop is little more favored than his confrère in the city, where incessant rush (or rivalry) forbids comparison of methods, and the standard by which all are judged is the sum of the week's work. The technical press is the guide, philosopher and friend of all, and to maintain this triple title will be the chief aim of this contribution.

As a rule, when difficulty occurs with a form, the stoneman is called for. To be "wanted down below, press No. 13," may be a terrifying summons to the uninitiated, especially when one is further instructed to register or to stop a form from rising. But the stoneman approaches either of these tasks with commendable resignation.

^{*} Now published in book form -- "Modern Presswork," by Fred W. Gage - by The Inland Printer Company.

Sometimes the pressman has already tried his hand. Perhaps he has turned the chase over, or driven an assortment of nails into blocks and furniture, or punched the spacing material hopelessly out of shape, or stuffed a bit of card or wet paper here and there. Or he may have gone about the business in most workmanlike manner, and shown excellent judgment in adapting his remedies to what appears to be the cause of the trouble. And when the stoneman takes his turn he may show just as little or just as much intelligence as the various types of pressmen referred to.

Stonemen and pressmen alike, however, often realize that the cause of the trouble has not been removed nor even discovered. Bad register remains a mystery. Spaces will mark or slugs get tipped off their feet. Eventually, if a partial reduction can be effected by sheer force, a compromise is struck, and the job goes through rather slower than was anticipated. Some phases of this problem have already been treated at length in this journal, but others are apparently regarded as inevitable. It is taken for granted that edges of plates and ends of lines, or any extremities of printing surfaces which are parallel with the axis of the cylinder, will speedily wear and blacken. A large share of "good commercial" printing shows these faults quite conspicuously. Even in firstclass work abundant evidence can be found proving that an elaborate make-ready has deferred for only a short time the blunting of type and cuts. Disfigurements of work from this cause are so familiar that the mere mention thereof is vexatious. This is the very point where a large share of the pressman's time is consumed. Right here the second-rate man shows his inferiority.

Why is this trouble so universal? Why do masters and men regard this evil as inevitable? The answer is—compromise. A certain principle has been accepted in building and running a press and the man who questions that principle is indeed a rara avis.

Some months ago THE INLAND PRINTER expressed a desire to bring pressroom practice to "an exact science." That is a most worthy object, and Mr. Gage's articles were conducive to that end. It is in no personal sense that I introduce his name. He represents a school—a theory—and it is quite pertinent to ask how extra impression is to be obtained when a sheet printed under those conditions requires more squeeze?

This point has been discussed in a desultory fashion for a few years. In December, 1906, I had a few notes in The Inland Printer supplementing a previous contribution by Mr. Gage. Since that date I have canvassed a number of pressmen and have found opinions more diverse than they

ought to be. Manifestly, "exact science" does not number presswork as one of its departments.

Previously I emphasized the unvarying tendency in several kinds of presses for Lino slugs and type to be driven off feet always toward the gripper edge. I do not recollect a single instance of slugs or type being dragged the other way. The reason forced itself upon me that overpacking of cylinders was the common cause, and—theories notwithstanding—the only practical method of obtaining extra impression is to add a sheet or two to the clothing of the cylinder.

On this occasion another phase of trouble and loss may be cited as an argument against these general theories — I refer to the unequal wear of

AMERICAN	MACHINIST.	November 23, 1907.
Turatables Sellers & Cu., Inc., Wm., Phila- delphia, Fu.	Vises, Meinl Workern' Athol Machine Co., Athol, Mass. Barrett Machine Tool Co., Mradrille, Pa.	Winches, Holoting Yale & Towne Mfg. Co., No York.
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Bazer, S. S., Chicago, III.	New York. West Co. D. M.	Wire-Forming Machinery Automatic Machine Co., Bride
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	Plunket, J. E. Chicago, III. Prentiss Vise Co., New York. Reed Mig. Co., Erie, Pa.	Wire Nail Machinery National Machinery Co., Tiffin,
Bardons & Oliver, Cleveland, O. Bradford Mach. Tool Co., Cincinnatt, O.	Rock Island Tool Co., Book Is- land, III. Williamson Vise Co., Bradford,	Wire-Working Machinery Manville Bros. Co., Waterbu Coan.
dence, R. I. Bullard Mach. Tool Co., Bridge-	Vises, Pipe	Wire-Straightening H
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LeBlond Mach. Tool Co., B. E.,	Pittsburg, Pa.	Senera Palls Mfg. Co., Sene Palls, N. Y.
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Co., Chicago, III. Niles Bemest Pond Co., New York. Potter & Johnston Mach. Co.,	Pa.	Brown & Co., R. H., New Haw Conn. Page Storms Drop Forge C Springfield, Mass.
Pratt & Waltzey Co., Hartford,	Vices, Planer and Shaper American Tool Wis. Co., Cin., O.	Whitmen & Barnes Mfg. Co., Congo, Ill.
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	Vises, Universal Machine Graham Mig. Co., Prov., R. I.	Cons. Brown & Co., R. H., New Bay Cons. Bullard Auto. Wrench Co., Pro dence, R. I.
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	Barrett Machine Tool Co., Mend-	Greene, Tweed & Co., New York. Inmunacher, Schlemmer & C., New York.
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Patterson, Gottfried & Hunter, Ltd. New York.	Le Blond Wark Tool Co. B. K.	
Ward & Son, Edgar T., Beston, Mass.	Voltmeter	Benis & Call Hardware & T Co., Springfeld, Mast. Bullard Auto. Wreach Co., Pre- dence, R. I. Curtis & Curtis Co., Bridgep
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	Lyon Metallic Mfg. Co., Aurora.	Whitman & Barnes 181g. Co., C cago, 111 Williams & Co., J. 11., Breek)
Banth Mach. Tool Co., Spring-	East Boston, Mass. Welding	N. Y. Wrenches, Raichet
manos, Mich. Boston Gear Works, Norfolk	Goldschmidt Thermit Co., New	Bullard Auto, Wrench Co., Pre- dence, R. I. Purker Co., Chan., Meriden. Co. Pratt & Whitney Co., Hartfo
Gould & Ebertardt, Newark, N. S. Gray & Prior Mach. Co., Hart- ford, Conn.	Walding Floring	Todor Mfg. Co., Tauaton, Mr Wells Broz. Co., Greenfield, Ma Whitman & Barnes Mfg. Co., Congo, Ill.
Buttell Mach. Co., Hartford, Ct. Spicer Universal Joint Mig. Co., Plainfield, N. J.	American Tube & Stamping Co., Bridgeport, Com.	Weenshee Ten
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Mass.	Phillips Lafitte Co., Phile., Pa. Wheels, Disk	Mass. Carpenter Tap & Die Co., J.: Fawinchet. R. I. Fawin
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field, Mass. Plunket. J. E. Chicago, III	Mossberg Wreach Co., Central Fails, R. I.	Standard Tool Co., Cleveland, Starrett Co. L. S., Athoi, Ma.
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Fig. 1.

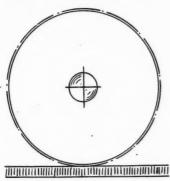
different parts of the same form. An example of this trouble is shown in the reproduction herewith (Fig. 1).

To begin with, let us come to an agreement concerning the varying demands which successive jobs may make upon some one press. We are told that a modern press contains approximately twice the weight of metal that a press of similar size would have contained a generation ago, and most of this extra weight has been introduced to promote rigidity of impression. Yet the fact remains that a large form can not be printed satisfactorily

with the same amount of packing which a smaller form on the same press would require. Although I am not a pressman, and am thousands of miles from Chicago, I know that a press which prints sixteen pages of THE INLAND PRINTER will print an eight-page form with a sheet or two less on the cylinder. A four-page form would probably require one or two sheets less still. Suppose the cylinder to be absolutely correct in circumference when printing the four-page form, it must be

The average working condition is shown to be in error by three degrees or three sheets too much on the cylinder $(60 \div 20 = 3)$.

If we introduce mechanical drawings, the point is at once evident. Fig. 2 represents a correct cylinder. The cylinder is set upon bearers exactly type-high, and the packing of the cylinder is uniform with the collars or bearers on the cylinder, the circumference being identical with the travel of the carriage. This condition obtains in print-





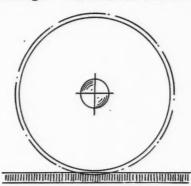
grinding the form when printing eight pages, and still more when sixteen pages. So long as we accept the principle of increasing the clothing of the cylinder in order to increase impression, grinding is inevitable on a heavy form.

When presswork has attained to an "exact science" there will be no variation in the circumference of the cylinder whether light or heavy forms be printing. Assuming the cylinder to be of accurate circumference when printing the fourpage form, as in the previous paragraph, it is made gradually larger as the forms vary in size. Thus the variation is always on the excess side of the ideal. For the purpose of illustration we will consider each sheet added to the cylinder as one degree of error, and that an eight-page form needs two sheets and a sixteen-page form four sheets in excess of the four-page forms. The actual working condition might then be stated thus:

Size of Form	18.															Degrees of Error.
4-page												,		٠	.0	0
8-page															.2	2
16-page		 					٠								. 4	4

A press so large will seldom be employed on the smallest form, and in twenty forms we may have two four-page, six eight-page and twelve sixteenpage. Tabulated we have:

_																	1	Vi	ımber	Degrees	
Size of Form	18.															-	0	f I	Forms.	of Error.	Total.
4-page																			2	0	0
8-page						۰									9				6	2	12
16-page																			12	4	48
Total													٠					-	20		60



ing a small form, and the press is not strained in obtaining impression. Fig. 3 may be considered as representing the alteration of the cylinder when several sheets have been added to give enough impression for a heavy form. The extra packing occupies space which is supposed to be occupied by the form. As it is physically impossible for the same space to be occupied by both cylinder and form we may reasonably conclude that one yields and by common consent we may say the bed yields. Although the bed is deflected slightly it has only the same distance to travel as in Fig. 2. Not so the cylinder. All the time of printing the surface of the paper is traveling faster than the type. This could only be suggested by great exaggeration in drawing, but the point is so obvious that we need not elaborate an argument to emphasize it.

Possibly there are some who agree that there is a slight difference in the speed of cylinder and bed, but do not agree that so slight a difference can be the cause of serious trouble in the form. I contend that this slight difference is all-important. The excessive speed of the cylinder drives type and Lino slugs off feet, tilting them always toward the gripper edge. This slight difference in speed is the reason why overlays so often get displaced during a long run and almost invariably the slower moving type has dragged them away from the gripper edge. But my chief point in this article is the effect upon the face of the form, whether type, slugs or cuts. If extra impression could be obtained without enlarging the cylinder, the life of plates would be prolonged many times. Even if the enlargement could be only partially reduced, the form would suffer much less wear than at present.

Of these alternatives, the first would require a complete change of method in making ready. The second, however, could be achieved without difficulty.

Let us state briefly the points upon which opinion is unanimous. We all know that type or plates wear most quickly on the edges referred to. We agree that a large form needs more impression than a small form on the same press, and that the most practical method of obtaining that impression is to add a sheet or two to the clothing of the cylinder. Probably we agree as to the reason why this extra packing is necessary; it is because the bed is more or less deflected from its theoretical position. These points are so commonplace as to need no comment; yet the accepted theory in setting the cylinder ignores the deflection of the bed. Apparently the pressbuilder works to the same principle in erecting a press as would be followed in building a skeleton machine like a clock. Theoretical accuracy could be maintained in the clock, but can not be maintained in the fine tool of the pressroom. The exigencies of make-ready demand variation in cylinder thickness in the same line of impression, and further variation wherever the line of impression may be taken. I do not suggest that the variation can be avoided, but I contend that it should not be ignored. Extra sheets and overlays and patches are now added to the perfect cylinder, and every addition carries us away from theoretical accuracy and helps to grind the face of the form.

Modern presses can be strained to an almost incredible degree when an extra heavy job is being carried. A 40 by 25 inch sheet, on a 40 by 30 inch press—the form being electros of a white letter design—showed the following measurements when the form came off the press:

										men.
Plate and interlay				 						.167
Type-metal mount				 						.750
Underlays					٠					.029
Total										.946
Standard type-height.	• • •	٠.				•				.918
Excess thickness of for	ms.									.028

I am told it is a rule on such heavy jobs to equalize the excess packing, giving about as much extra packing to the cylinder as to the form. What becomes of the accepted theory in a case like this? The measurements were taken by micrometer by a skilled typefounder.

If we trace the process of making ready and printing an ordinary job, we may mentally see the

evil operation of an enlarged cylinder. The back of a printed sheet is the pressman's guide in working. His skill is directed to reducing and increasing (not much reducing) the impression until a given face of letter appears uniform throughout the sheet. Finally expert criticism fails to find any detail which needs amendment and O. K. is given. Scrutiny is not relaxed when the press is running. A touch here and there compensates for variations as they are detected. Yet, in a long run edges lose their sharpness long before the center of the pages. Why? An agency which no eyes could discover has been operating all the time. At each separate impression the slightly enlarged cylinder has been racing the form. impression of a line of pages is a retarding influence to the cylinder and the racing is accomplished as impression is released in each gutter of the form. The gripper edge of the pages receives a blow from the cylinder, while the back edge is pushed slightly by the swifter-moving paper. The friction is too slight to be observable on a single impression, but fifty thousand impressions show a definite result on the form. It is friction, and not impression, which wears away the edges of the

An appearance of heavier impression along these edges is quite natural when a first proof is pulled and can be logically explained. The line of impression has a certain degree of width, which begins at the point of the first contact of paper and form, and ends at the point of final contact. When the width represented by this line is not fully occupied by the form, the portion which is occupied is sustaining additional impression. But the pressman remedies this by easing the edges and patching the centers, until impression is uniform in the printed sheet.

Plato might have foreseen the errors in modern pressroom practice when he wrote, "The man who makes use of a thing must necessarily be best acquainted with it; and must in the course of using it keep the maker informed as to the success or failure of its performances." The uneven wear of the form in the production of modern jobwork must be written down as one of the failures attending the builders' theory of press construction. The fine-drawn theory of what a press ought to do can not be squared with the concrete illustration of what a press does. A cylinder, set and clothed to accepted ideals, is theoretically perfect. In practice this same cylinder develops three distinct evils, which can be produced only by a cylinder of greater circumference. (1) Type and slugs are forced forward to incline toward the gripper edge; (2) Friction injures those parts of the form which engage the cylinder while the line of impression is

not fully occupied; (3) Overlays and other packing on the cylinder tend to be displaced by contact with a form which moves at a slower speed than the paper. So pronounced is this third fault that overlays are generally placed a shade nearer the grippers by many first-class men. The common explanation is that "the packing stretches." Exactly; but if form and cylinder traveled in unison there would certainly be less stretching than is often the case. If these evils can be attributed to any other cause, my argument loses much of its force; but the universal character of the troubles stated should not be mistaken for a purely local matter when any other explanation is submitted.

At the risk of being tedious, I venture to point out the essential weakness in the popular theory of setting a cylinder. The mistake begins in basing calculations upon the bearers instead of upon the form. Let us imagine the bearers are removed from the carriage, and a form of average weight is in position. Granting the cylinder has been clothed perfectly, the essential condition is that the cylinder shall be secured in such a position as to produce a perfectly printed sheet. Let there be no question of bearers until a satisfactory impression is obtained. Then, while the form is sustaining the full weight of impression, bearers should be built up to fill the space between the cylinder collars and the press-carriage. I am fully aware this will be dubbed impractical, but I ask my hasty critics to suggest another cure for the evils I have shown. It is common knowledge that one press is much more rigid under impression than another. By making a bearer proportionate to the strength or weakness of the press we should obtain the end for which bearers exist. Bearers are unquestionably serviceable, but they are not an absolute essential. I have known a press run all manner of best work, from the heaviest possible to the lightest, without bearers on the carriage. I am not recommending this as an example to be followed; I am content to state the fact that best jobwork in a first-class office was so produced. Further I do not suggest that there should be frequent tinkering with the bearers when once the cylinder has been set. When a press is used on miscellaneous work the form used as a guide for setting the cylinder should be one requiring medium impression. There would still be an extra sheet for a heavy form, or a sheet less for a lighter one. When a press is used solely on one job, or on one class of jobs, the cylinder might be regularly as nearly perfect as possible. Of course, cylinders are supposed to be "perfect" now, yet we have the universal evidences that theoretical perfection coexists with practical enlargement.

There are mechanical objections to the method of cylinder setting just described. Purely as a question of facility, setting to bearers is preferable to setting to a form. If the present method of setting to type-high bearers so generally produces the evils resulting from cylinder enlargement, it appears a logical deduction that to set to bearers a shade lower than type-high would fix the cylinder a few sheets nearer to the form. The net result would be a few sheets less packing, and a rather smaller cylinder. Slight adjustments elsewhere might be necessary in some presses, but such details need not concern us here. The main question is: Are our cylinders generally too large? If the answer is Yes, we are left with the problem of reducing them. If the answer is No, we have the more perplexing problem of discovering the cause of the evils which reproach our presswork.

"WHEN GOD MADE BUDD."

Last Sunday for a few hours we had the pleasure of a visit from "Col." M. E. Budd, of Burlington - one of the best printers that ever stepped foot in Kansas. For seven years he worked for the writer while we were an employing printer in Wichita, and never did he fail to meet the demands made on his time and skill. He was faithful to every trust, conscientious in the performance of every duty, and phenomenal in the amount of work he could and did do. With him printing was an art. No picture so beautiful as the skilful arrangement of type on the well-printed page unless we except the picture made by the living faces of the children he loved so well. Generous, yes, to a fault so generous that the boys interpreted his initials as " Most Easy," a sobriquet he upheld with everybody but himself. Modest, unassuming, unambitious, he is the same old Budd, with a slightly grayer tinge across the temples, and a new wrinkle or two - the love-marks of time. The two-day vacation he had treated himself to, after months of faithful service, was already growing irksome. Before he was in town an hour we knew he was hearing the call of the shop -was wondering how the boys were getting on with the work; and long ere this is printed he will be back in the harness again, printing his life away. Such men are scarce in these days, and as we grasped his honest hand to say good-by we were tempted to paraphrase a line from Riley and say: "When God made Budd I'll bet he didn't do anything else that day but just set around and feel good."-Mulvane (Kan.) News.

AN EDITORIAL BLUNDER.

The Transcript Clerk of the Day tells the story of "a very sinful wag" who was lunching with Doctor Abbott and referred repeatedly to his connection with Outing. At last Doctor Abbott could stand it no longer and protested: "But, my dear sir, I am not the editor of Outing. I have never had anything to do with Outing. While I live I hope never to edit Outing. I am the editor of The Outlook." "Why, bless me, so you are!" cried his vis-à-vis. "Funny I should have made that mistake. Really, couldn't have confused two periodicals more strikingly different. Whereas Outing makes a religion of sport, The Outlook ——" The self-respecting clerk refused to complete the antithesis.— Christian Register.

Written for THE INLAND PRINTER

THE COMMERCIAL ARTIST-HIS USE AND MISUSE.

NO. IV .- BY ANNA M. DENNISTON,



INCE marble first imaged the gay god Pan, grinning from his pedestal, or a dancing Donatello was brought to life by a facile pen, humor has touched a sympathetic chord in the world through art. Long before and, surely, since the Sapolio people announced that

"The Spotter of Spotless Town"

had —

"Spotted a spot on the butcher's gown,"

and that it was -

"mete for justice' sake To roast the butcher at the stake,"

on to the end, where the spot was removed by Sapolio, there has been little doubt that humor held a place in art—and advertising.



"ANGELIC TOM,"

"Laugh and the world laughs with you" is not so familiar a modern saying that it can afford to be overlooked. The fact that the staid business man has been known to walk around a block, rather than by way of a direct route, just to see the old lady in the large poke bonnet arguing with the crossing policeman, or the "Dago" chasing the small boy, has furnished a useful hint, even to commercialism. In this connection, aside from



THE STRENUOUS INVALID.

the mere social pleasure of wit, a secret lies — that of spontaneity — and, as the old Scotchman said, "Real humor is a thing 'at spouts oot o' its ain accord," and again, "A humorist would often no ken he was ane, if it wasn'a by the way he makes fowk lauch." Like mercy, the quality of true humor "is not strained."

On the other hand, it is as the same "gude man" said, "Na, the rale humorist kens vera weel 'at there's subjects 'ithoot a spark o' humor in them. When a subject rises to the sublime, it should be regairded philosophically and no humorously." So it is that the Mycenæ gate stands guard at the entrance to the field of classic sculptural art; that the Pharaohs builded rock mountains to command future generations to contemplation of their power, and Michael Angelo's Moses sits in stern rebuke of triviality and lightness. However, it seems seldom necessary to remind the world that the grave and direct are effective, for

gravity comes natural to mankind as a whole. This is, no doubt, why catchy things, from the standpoint of genuine humor, do sometimes go begging, while large representations of pickles, hats, hosiery and cook-stoves in solemn array—the one provoking a laugh by its association with the other, if for no other reason—are so much in use.

In all the range between the sublime and the ridiculous, opportunity comes for the kind of work where the humorist "no kens he is a humorist." The boy sits for a sketch to be made. He merely wriggles and smiles and the artist "smiles with him," and the "spirit" is caught, as we say. This sort of half-grave, laughter-provoking art is a kind that finds acceptance where outright burlesque would be refused, for life and vitality may be imparted to the hardest facts when thus represented. The artist whose work illustrates these paragraphs—Samuel J. Kennedy—touches these phases of humor and human interest and then goes on into the subjects where things must be "treated philosophically and no humorously."

Beauty may be its own excuse for being, but it is not its own cause. The cause is that people want something—usually something useful—and then its elaboration and embellishment follows. As a result of this eternal "because," dealers plan and buy and the artists and craftsmen produce.

Men who work usually have an idea around which they build and, whatever its value, it serves as a nucleus for their building. Mr. Kennedy works on the theory that to do the best for a given cause is not to pore over the matter in hand specifically, but to be ready at every turn for the inspiration of the moment in order that the mind may become resourceful and responsive to all requirements. In short, the old lady who obstinately refused to throw away anything that could possibly "come in play some time" illustrates the mental attitude which he considers necessary to the resourcefulness that fits the artist, commercial or otherwise, to assist in keeping "all the people" interested "all the time." He gives credit to the wholesome country life of childhood and to school and college years for the genuine love of nature and for studious habits well formed, and he maintains that "He who works to do is an artist, he who works to finish an artisan." So, in short, spontaneity - or love of doing — is the key-note and motive of his output. His course illustrates the usual routine that falls to the lot of the men who seek by practical means to reach a goal. The making of book-covers, newspaper illustrations, mechanical drawings and the like is constantly enlivened by study - both

academic and otherwise. A summer sketching tour to Colorado resulted in the production of two large canvases for the office walls of the Santa Fe road. They pictured the charm of light and color among the great western hills and, for studio use, a large collection of color notes was made, which show in striking manner the enormous distances between the peaks and give a vivid impression of



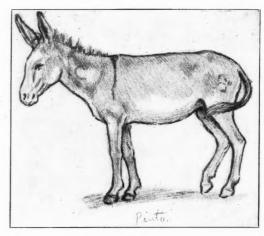
BIG BROTHER

the changing color. The Palette and Chisel Club has exhibited a large panel, where Pike's Peak is "trailing clouds of glory" at dawn and the Colorado creek winds in subtle curves through the valley below. From the sublime to the less sublime, is the transition constantly required in this world of art, and the same proud country that invites to the view of sun-flooded heights also, with equal enthusiasm, invites the study, use and exploitation of, for instance, ladies' gloves.

CANARIES.

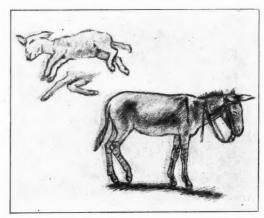
Those accustomed to buying, say, paper dolls for the children, often imagine that, like "Topsy," they "just grew." On the contrary, they are made, and, with care, somewhere, by some artist. So it is with illustrations for cut-glass, calendar-panels and all these things—they are made. From Pike's Peak to lady's gloves is a rather long leap, but when undertaken in a spirit of appreciation and interest it proves not too long. Ladies' gloves are at least very necessary, as evidenced by

some recent agitation of national importance regarding them. Putting aside traditional methods of presenting this subject, the illustration shown indicates the standpoint of treating commercial art as high art and making it as nearly as is compatible with practical ends a beautiful picture, having some of the qualities of portraiture. The result—a trade-producing advertisement—justifies the method and the idea back of it.



" PINTO."

It is not necessary to go to Colorado to paint. The laity would probably cast a vote in favor of Colorado as compared with the Chicago river. Not so the artist. He says the river is beautiful, and, if he thinks so, this in itself is "cause" enough why he should establish his claim. Mr.



"SLEEPING BEAUTY."

Kennedy had dipped a brush into paint and been immersed in Chicago rainstorms in pursuance of this object. As the painter is aware, there are many good reasons why this sacred stream, beloved by Chicago for its commercial use, should be painted. One of these is that it is not twice alike. To-day large warehouses and elevators stand in bold, mountainlike masses of transparent purple against a misty sky and to-morrow they are gone—torn down, burned it may be, or obscured by some new architectural pile. Another reason is that the panorama of ships, barges and sails which one day seems fairly built into the ensemble, in a short time is displaced and an entirely new aspect confronts the observer. He who would enjoy certain beautiful effects more than once must have them safely on canvas. Besides, Chicago needs to be painted. It has not



" MARGARET."

been painted overmuch, though it has special qualities of color and line that are distinctively its own. The Chicago smoke odium—without being overvalued—still serves in certain aspects to make a dream city where otherwise would be mere walls and spaces.

The man who orders illustrations for advertising purposes, or for any other practical art use whatsoever, is not the only patron who enters the studio. "The other fellow" drops in sometimes—the "other artist," who brings an order for things outside of his line or asks a bit of assistance. These commissions are honored respectfully, but, "on the side," a few quick strokes of pencil, pen or brush are made which express in forcible terms

an extremely personal and ideal estimate of the subject - but not in the direction of wings or halos. These art products are seldom paid for at least not in coin - but the law of reciprocity in studios is swift and sure, and the weapon of warfare is not alone in the hand of the party who begins the strife. Men who can be precipitated into an attack of "blues" over deserved and undeserved criticism of their art — and they are sure to have their share of both - can "smile and smile" and never flinch over the most hopeless view of their personal characteristics in a cartoon. These are digressions from the grave business of the world, but they are some of the reasons for the "snap" and "go" that creep into the practical and work-a-day.

As a result of his study of cartooning and child-life, Mr. Kennedy voices the opinion that, to be humorous and to be productive of the spontaneous, one must forget himself, must forget that he is alive and become what he is expressing. To picture a child, he must think back to his own childhood days and become a child again. Then he arrives at the reason that the child has for his acts and gestures. When the boy reaches his hand shyly up to his pocket, for instance, the artist must realize that it is because he is proud of a pocket and wants it to be seen. The artist can not relate any more than he understands himself. In picturing a child doing something, he does not show him doing as a man would. To illustrate: the childlike way of carrying a gun is more or less as a man would carry a log. It is funnier, oftentimes, to see people taking things seriously than it is to see them in laughter. Take, for instance, a child making a very serious matter of some trivial thing, as in the case of the little western miner's boy with the pocket. He was so unaccustomed to seeing a stranger that he took the stranger-artist as an adult might view an inhabitant of some hitherto unheard-of mysterious world. To picture that wondering contemplation would be humor of a high class and, in this connection, it is observable that the humor of the high-minded reaches only those of like thinking, the coarse and crude becoming uninteresting to the well-bred.

Again the voice of the old Scotchman is heard: "Lads, humor's what gives the nip to speakin'." It may be that if he had the wisdom of the twelfth century commercial life added to his natural shrewdness and were speaking to-day, he would say, "Lads, humor's what gives the nip to advertising."

The power depends on the depth of the artist's insight of that object he contemplates.— Emerson.

Written for The Inland Printer

A DIPLOMATIC TRIUMPH.

BY EDWARD EVERETT HORTON, SR.



HE newly elected chairman of the chapel of the Daily Lantern has caused the pleasing fact to transpire that, if elected, he would sternly rebuke all lapses on the part of the proofreading force; that each knight of the pen would be held to a strict accountability for

"malicious and unnecessary" marking of proofsheets in future, and that any deviation from posted style unaccompanied by a ring would be a casus belli. The Lantern's composing-room force had had enough of the "fine points of syntax, close punctuation and the arbitrary division of words by Worcester."

Mr. Keeneve, the Lantern's proofroom foreman, raised his eyes for the twentieth time one night as the door swung back and the chairman with flushed face, proofsheet in hand, angrily strode in.

The head reader was patient, polite and resourceful. Before him on this occasion lay copy of church music for Easter services, which had been forwarded to him by the copy-cutter for an arrangement of style before sending it from the hook.

The fierce mien of the chairman set Mr. Keeneye's wits to work. He anticipated the chairman's mission — to debate the proper use of a comma and as it was after 1 o'clock in the morning and every minute was of double value, a happy thought came to him. He recalled that the new chairman was of a "sporting" turn; that the greater part of his knowledge of the printing business had been acquired at the ringside and at the race-track. In feigned excitement, therefore, he exclaimed:

"Mr. Muddle, can you give me any information as to who this fellow Nunc Dimittis is?" He pointed to the words on a freely penciled page of copy.

The chairman's angry look merged in one of profound study, in which considerable satisfaction was shown. It was no mean thing, this coming to the fountain-head by the foreman of the proofroom for enlightenment.

"Nunc Dimittis," he said, slowly, "Nunc Dimittis. Why, that reporter is twisted. Nunc Wallace is the guy the fellow should have written, the stiff that Jack Burke, the English welterweight, put out in eight rounds in Australia in er - 1894 or '95 - can't say which exactly."

"Now we're getting at it!" broke in Mr. Keeneye, in tense tones. "But this Dimittis was a · Greek wrestler, a cousin of the defeated Nunc knowledge of his losses. - Franklin Printer.

Wallace, the reporter says, and he issued a challenge to Burke soon after that battle."

"Piffle!" retorted the indignant Mr. Muddle. "He was no more a cousin to Nunc Wallace than one of our apprentices is to Gotch! This Dimittis was a cheap skate, a faker, a stiff that 'ud lay down as quick as ever Tug Wilson did before John L. Don't talk to me about these fourthraters trying to climb into the limelight." His voice trailed off as, forgetting his errand, he placed his hand on the knob of the door.

"Say," Mr. Muddle called back, "if that is deferred copy you're handling, I'll look up Richard K. Fox's book on scraps and scrappers, and if that Nunc what's-his-name is mentioned at all I'll let you know."

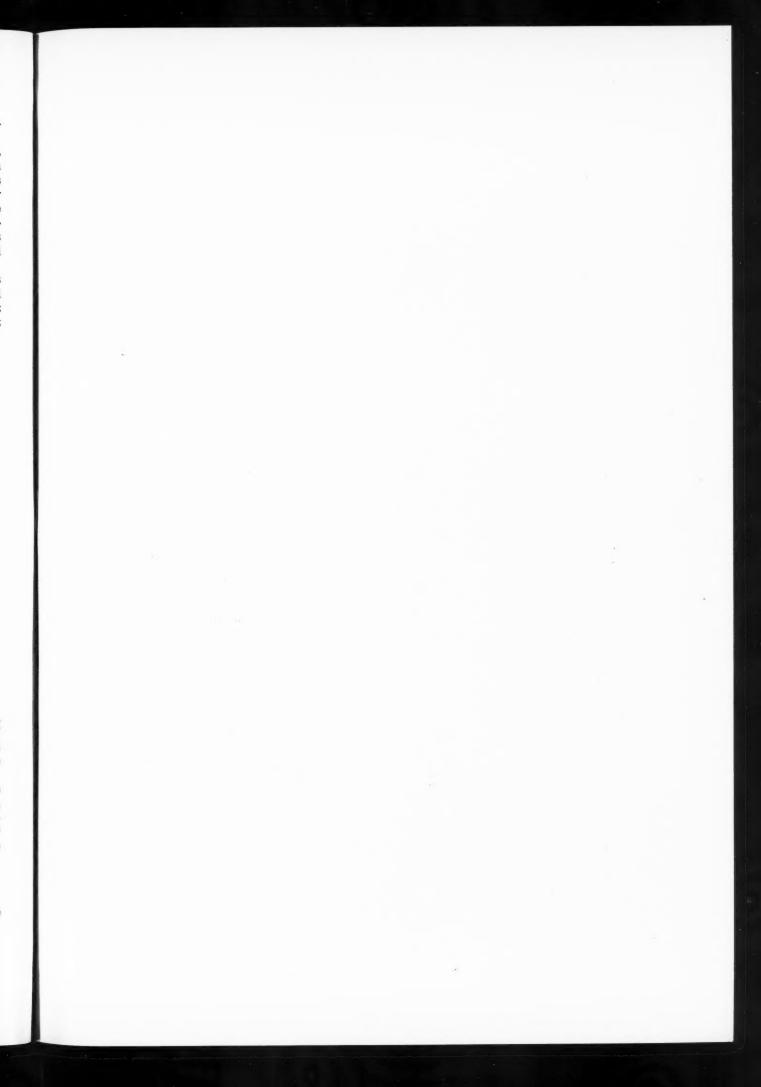


"It is Sunday stuff," replied Mr. Keeneye, in a low voice. "I thank you for the information." Then, to himself, "I have prevented a scene and have saved the office at least five minutes' valuable time."

True to his promise, Mr. Muddle appeared the following night. He could not find Nunc Dimittis among Fox's famous fighters, which proved conclusively that Nunc was, as he had emphatically pointed out the night before, a faker, worthy of no notice whatsoever.

PRINTERS' WISDOM.

The wisdom of the successful printer consists in the





ILLUSTRATIONS FOR A CATALOGUE

Illustrations which give a complete resemblance to the objects they portray fulfill the mission between huyer and seller as satisfactorily almost a personal interviews and displays of the original goods. The reproductions here shown are made alirect from wares applied by courtesy of Marshall Field & Company, Chicago. Photographed and engraved by the three-color process by the Inland-Walton Engraving Company and printed by The Henry O. She and Company, Chicago.

CORRESPONDENCE

While our columns are always open for the discussion of any relevant subject, we do not necessarily indorse the opinions of contributors. Anonymous letters will not be noticed; therefore, correspondents will please give their names—not necessarily for publication, but as a guarantee of good faith. All letters of more than one thousand words will be subject to revision.

ROUGHING WITHOUT A ROUGHING MACHINE.

To the Editor: St. Louis, Mo., July 10, 1909.

In looking over my files of The Inland Printer I have noticed a number of instances where correspondents have asked for information regarding some method of roughing other than that done on machines made for that special purpose, but in none of the replies have I seen mentioned or advised any method which would produce the desired results, namely, an exact duplication of the mat patterns generally used in roughing three-color processwork, many examples of which have appeared from time to time in The Inland Printer.

I enclose you several specimens of printed work turned out in my former shop at Fort Smith, Arkansas, and roughed by my method, which I think you will agree is an exact duplication or reproduction of the regular roughing-machine work, and equal to most of, if not the best, work done on machines.

The simplicity, quickness and cheapness of this method may commend it to many printers who can not afford machines for that purpose, or who are remote from large cities where such work is done for the trade.

To give a short history of the facts which led me to this idea, I will state that having figured on a large contract of lyceum-bureau printing, it was stipulated at the last moment that the work should be roughed. Thinking that I would be compelled to turn down the order on account of the heavy cost of shipping the stock several hundred miles to get it roughed, to say nothing of the delay in production, I did some "tall thinking" over night, during which time the idea occurred to me which I believed would do the trick. In fact, so confident was I that I had the right solution, that I closed the contract next day before I had made any attempt to give it a try-out.

The idea, in brief, is as follows: Take a sheet of some suitable material that has the roughing design already embossed on its surface, and from this make a stereotype plate to do the roughing with. The material best suited for this purpose is known to many printers, and is in use in nearly every bindery, and is known as "skytogen," and can be bought from paper houses in quite large sheets. This skytogen, which is a kind of paper-leather, comes embossed in various patterns, among which is the well-known mat pattern so effectively used on processwork.

The making of plates from skytogen proved to be very easy and simple, being accomplished by using a sheet of skytogen for the matrix and casting the plates in an ordinary stereotype casting-box. After first heating the box to the right temperature by pouring in a lot of melted

metal, I then proceeded to make the plates by first placing a sheet of ordinary cardboard on the bed of the caster, and on top of this laid the sheet of skytogen, face up; then placing the bearers in position and clamping the box the metal for the plate was poured, and, after giving it sufficient time to harden, but not long enough to burn the matrix, the plates were taken out. The operation of placing the matrix and pouring the metal must be performed quickly, otherwise the prolonged heat would cause the matrix to warp, wrinkle or blister.

It was found by this method that perfect plates the full size of the caster, could be made, and all that was necessary to complete them was to trim to size needed and mount on a board or block to type-height.

The metal used was a lot of old type, which produced plates hard enough to emboss several thousand sheets before showing wear enough to impair the appearance of the work.

The embossing or roughing was done on a cylinder press, the plate being locked up in same manner as a type-form, and made ready by inking and printing on the cylinder and "spotting up" a few light places in the design, after which the rollers were taken off the press, the embossing plate washed clean and the paper run off with a heavy impression at a moderate speed.

The make-ready, of course, needed some treatment in order to give it the hardness and effect of a female die, and this was done by taking a sheet of blotting-paper and placing on the tympan, over which a thin coating of smooth paste was made, and this covered by a sheet or two of tissue-paper. Several impressions were taken at short intervals while the paste was drying, which took about thirty minutes, and, finally, the usual draw-sheet was stretched over the cylinder and the work was then fed through the press in the usual manner.

In running such work the printing is, of course, done first, and it is also necessary to leave an extra margin of about half an inch at the gripper edge, which the embossing plate does not touch, and this can be trimmed off when the job is completed.

There are a number of schemes for producing roughing on a letterpress, such as embossing from a plate made by gluing sandpaper to a block, or by using electrotypes or etchings made by the "Ben Day" process, but they do not give the same appearance as the skytogen work and are not very effective or satisfactory.

The total cost of making a set of plates for a sheet 18 by 24 inches did not exceed \$5, and the make-ready and running were about the same as ordinary printed work, minus the ink.

Webb M. Oungst.

THE FLAT SCALE AGAIN.

To the Editor: CHICAGO, ILL., July 4, 1909.

This afternoon while perusing the pages of one of your esteemed contemporaries I ran across the following:

"I think the printers' union has been a large gain for the employers in regulating the ruling prices for wages, but the union has not been a success in making superior workmen. It has always scaled down the ability of the bright member, refusing him any more consideration than is given to the inferior man. Why should not the scale of wages be graded to fit the capacity of the man? Why should the poor workman be carried by the bright and quick-witted man? All ambition is thus crushed out. I think this is one cause why so few boys enter the craft. I have a case in mind just to illustrate this point. A man who has been with us for years (from boyhood) asked for an increase in pay. I asked: 'Why? You are a union man. You receive the full union scale. What is the matter?'

"'I am doing much more each day than the man by my side on the same work,' he replied.

"The answer returned was: 'That may be true, but who tells me what I shall pay this man? Does not your union? Why does your union give you both the same wage?'

"'Yes, I understand, but I do more work.'

"The answer given was: 'The price of composition in this town is regulated by the price we must pay our men. The man next to you is your equal in every way, except he is constitutionally slow, and we must pay the scale. The slow man must have an equal price. Whose fault is it?'

"The next morning the fast man came to me and said: 'I have been thinking this subject over. I see the point. What I have been doing is to contribute \$2 each week for a considerable time toward the support of my companion's family."

I know this is an old line of reasoning, and the majority of the good printers of the country repudiate it, as is evidenced by the fact that all but a small minority are members of the union. The reasoning is superficial. The writer seems to think all that enters into the problem of wagemaking is the proficiency of the worker. On the contrary, wages are governed to a very great extent by an iron law which brings them very near the subsistence line. By that is meant, if printers were to content themselves with a living that could be purchased for \$2 a day, wages would soon sink to the two-dollar basis, and the man getting twenty per cent over the scale on a four-dollar basis would be getting about ten per cent on the two-dollar basis for his extra efficiency. As the economists have been pointing out ever since the early seventies, the standard of living is the thing to raise, and the typographical and other unions secure permanently only those changes which enter into raising the standard of living. That is why once hours are reduced in a trade they are never lengthened, because rational relaxation from labor inevitably tends to improve the status of the worker.

Now, the efficient man mentioned in the quotation was not giving \$2 each week for the support of his companion's family, because, according to the employer, his companion was the standard on which his wages were based; so we may assume that the companion was an average workman. If his wages had been reduced \$2 a week the tendency would have been to reduce the more efficient man's wages also, and then both of them would have been contributing possibly \$3 or \$4 a week to their employer or to society.

That is the sordid end of it. The employer's idea is the essence of selfishness. From a social standpoint the union's position is far the best, even looking at it from the erroneous viewpoint of the employer. One holds to the doctrine of Cain — "Am I my brother's keeper?" The other teaches the brotherhood of man. Now, which doctrine is the noblest and the most worthy of making sacrifice for, if sacrifice must be made?

All this is somewhat academic. How the wage problem works out every day disproves the position taken by the writer I quote from.

Nonunion offices are not noted for giving good wages to good men. They have a basis of wages which they pay, and as a general rule if they can "jew" a man below that price they do so, taking advantage of his necessities rather than looking at the value of his output. It is said that

employing printers in the city of Philadelphia get as high prices for their work as employers in any other city in the country, yet printers' wages are lamentably low, and the printer in Philadelphia does not begin to enjoy the comforts that his fellows in much smaller or larger, but better organized, cities do. The union is, or has been, very weak in Philadelphia. Now, how is it that good printers don't flock there to get the extra wages paid their class on account of the low wages paid the average or below-average men?

I have worked in nonunion offices; I know the tricks. I recall an incident during my apprenticeship when an apprentice wished \$1 a week increase in his wages, but the foreman refused, explaining to the employer that as the apprentice's mother was an invalid he could not afford to leave his work and look for another job. Within ten days the mother died and the boy left. His employer coolly offered him double his wages to remain, but he refused and joined the union so as to circumvent a little trick in blacklisting which was being set afoot. On another occasion, I recall an open office where union men got the scale, though the most proficient worker received \$3.50 a week less. In time the office went into the union and during the dickering the employers insisted that their good worker should be taken into the organization. About the other nonunion men they cared not a rap. The workman explained that he had been well treated; was never "docked" for holidays, and every week the manager used to stop at his frame and inquire about himself and the babies. The union official to whom he recited his story, analyzed it this way: "You say you were paid for holidays and lost time (amounting to about three days a year) and not paid for overtime, which struck you two or three times a week in the busy season; that the boss was very nice inquiring about the babies. Now, don't you know you were working beside union men who were getting \$3.50 a week more and sometimes earned an extra \$5 a week in overtime? Of course, the boss never asked them about their babies, but I'll tell you what I'll do: I'll ask you once a week about your babies for half of \$3.50, which is the price they have been charging you for interest in your family's welfare." This suggested a problem to the erstwhile nonunionist, who figured out that during his employment in that office he had been soft-sawdered and soft-soaped out of about \$1,000, which would have done his family a great deal more good than the solicitous inquiry of his employer, who never sent him home rejoicing with a red apple in his pocket for the

How is it these bosses are always wrong on an economic problem? They have little or no idea of the elements entering into the making of wages. If they did they would manage their businesses to better advantage. For instance, the gentleman I quote from says that the price of composition is regulated by "the price we pay our men." If so, the union maintained the prices; but that should not have been so and doubtless wasn't. The price of composition was most likely regulated by the figures offered buyers of printing when they were looking for bids. The economics of most of these people, from Mr. De Vinne down, seem to be based upon the theory of small production and small offices with primitive appliances. The influence of machinery and modern business methods on economic laws seems to have escaped them altogether. The thoughtful journeyman, aware of this crass ignorance, is not surprised to read of late in the trade journals that these same employers possess little or no knowledge of business, have little standing at the banks and are just beginning to find out what their product costs them.

Written for THE INLAND PRINTER.

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LONDON NOTES.

BY OUR SPECIAL CORRESPONDENT.

BRITISH TRADE CONDITIONS .- The printing trade in England still continues to suffer from depression, although matters are a little better than at this time last year, when the idle members of the London Society of Compositors numbered over six hundred. This month the number of unemployed men is only about four hundred and fifty, but that number of society men testifies eloquently to the bad state of trade when it is remembered that there are nearly as many nonsociety men in the metropolis who can not find work. The trade has been exceptionally dull in Edinburgh, and also in Glasgow. Of course, with all this the dealers in printers' requisites are suffering, and complain very much of the inability to collect their accounts, owing to the scarcity of money among printers. Hopes run high, however, that this depression will pass away and better times come.

SCOTTISH TYPOGRAPHICAL ASSOCIATION.— The amalgamation scheme by which the various typographical associations of the United Kingdom were to be consolidated into one body is meeting with great opposition in the ranks of the Scottish Typographical Association, and the opinions of a number of the members have been embodied in a letter that appears in the organ of that body. Scotsmen have always been of an independent character, with a suspicion of anything "English" that nearly three centuries of union between the countries has not vet entirely obliterated, and it is no wonder therefore to find the following in the letter referred to: "I hope Scottish members will be unanimous in declaring that the Scottish Typographical Association will ever remain a purely Scottish trade union. . . . If you agree to this so-called principle you lose your independence and your liberty, and you ('England and Ireland generally') become one body, and be called 'The Typographical Union.' Why should we join these two countries? Is it for love of our Scottish membership? A few years ago one of our Scottish members was not allowed to lift a stick in a Dublin caseroom, because he was a Scot, and had to return home after being compensated. Call ye that fraternity? Glasgow members were recently in a similar position in London, while in our Circular of June, 1908, you will find that the London Society of Compositors was in favor, by an overwhelming majority of 6,237, of the protection proposition to exclude strangers from membership when a large number of men are signing. 'We intend to breed our own Cockney compositors now Scotsmen . . . had better stay at home.' Let Englishmen and Irishmen abide in their own places and Scotland will sustain her own sons. We desire to remain Scotland, and we have no desire to form part of either England or Ireland."

OBJECTION TO RECORDERS ON LINOTYPES.—A new rule of the Typographical Association was the subject of discussion at the annual general meeting of the Linotype Users' Association, the other day, when the president of the latter body said that if it were submitted to, the recorders on the machines would have to be taken off. The men say that no mechanical arrangements shall be associated with any printing machine that will be a time-check upon the output of that machine. The masters are just as firm in their refusal to listen to the men's request, as it would be a granting of the right of the men to control the working of the machinery in printing-offices, regardless of the rights of the employers, and that they might just as reasonably object to the placing of counters on printing-presses as to

line-counters on the Linotype. The Linotype Users' Association decided that when they met the Typographical Association's representatives in conference again they would clearly intimate to them that they intended to retain full control over the mechanical appliances in their own offices, and they would on no account accept the new rule as a working proposition. The Master Printers' Federation also intends to resist the introduction of the rule by every legitimate means as being inimical to the printing trade and to the masters' interests.

REVISION OF SCALE FOR TEMPORARY WORK .- The London Printing Machine Managers' Trade Society - as the pressmen's association is termed - is suffering from a grievance in that a number of employers, instead of keeping on a full staff of machine minders, employ casual labor for a great period of the time that their machines are at work, and thus a considerable number of men belonging to the society are continually traveling from one office to another in search of employment, and constantly meeting with disappointment, which destroys their best energies. During 1908 at least fifty per cent of the members were only casually employed, and the society claims that if the employers have a due regard to the maintenance of skill and proficiency, with a consequent high standard of printing, in the years to come in England, some amendment of these unsatisfactory conditions must take place. It is pointed out that the minimum number of men are now only maintained on the regular staff, and that the maximum amount of work is demanded of this minimum number, any increase of the ordinary work in the office being met by the calling in of extra men for a few days, their services being then dispensed with, as though they were ordinary dock laborers, instead of men who had served an apprenticeship to an important branch of the printing trade. With the foregoing facts in view, the society proposed to the masters' association a revision of the scale for casual work, and that in future all minders called in for temporary employment should receive not less than 28 cents an hour, or if engaged for the whole week, \$11, overtime to be charged at the rate of 10 cents per hour extra upon the weekly rate; fractions of an hour to be charged as full hours. This proposal was submitted to the masters with a request that the alterations come into force on June 30. The masters' reply is to the effect that no useful purpose will be served by discussing the proposed alterations and so, meantime, the matter has practically fallen through.

CHURCH WORK .- The smaller class of printers in England have a grievance, sometimes, with the work they do for religious bodies, such as churches, parish bazaars and the like, where the work is given out by the minister or other officer, and is only given on the understanding that the printer must recoup himself for the cost by canvassing for advertisements and printing them in the parish magazine, bazaar program or whatever piece of work he may have been lucky (?) enough to secure. A master printer of thirty years' standing has just been protesting against this obnoxious system, in which, practically, he has to pay himself for the privilege of doing the work of others. It is generally found that low wages and sweating go hand in hand with this kind of thing, and that church work with its low prices and long-deferred payments leads a man toward the bankruptcy court.

LABOR NEWSPAPER.—At the forthcoming Trade Union Congress that is to be held in September next the subject of the establishment of a daily newspaper in the cause of labor will be again discussed, and the congress will be asked to authorize the working of a daily newspaper company to

begin at once. In view of the uncertain state of the law in relation to the investment of trade-union funds it is proposed that the scheme shall be organized in such a way as to allow of individual members subscribing the capital required. The labor newspaper has hung fire for a long time, but the matter is well supported by the London Society of Compositors and will no doubt soon materialize.

COST OF PROCESS EN-GRAVINGS .- The somewhat moribund Process Engravers' Association has got a new president in the person of Mr. Arthur Cox, of Birmingham, and in a letter that gentleman has been telling the members some home truths. The cutting of prices in the British process business has become quite a scandal, and Mr. Cox's remarks should be taken to heart by the members of the association. Mr. Cox says: "From investigations made there seems to me no doubt but what there are many firms to-day who have no proper system of arriving at their actual cost of production of the various classes of work they are called upon to handle. To do so properly is admittedly a most difficult matter in a business like ours, and many who have seriously made up their minds to know their productive costs have been greatly surprised, not only at the difficulties met with, but also at the results obtained. There is no doubt but what if more firms knew their actual costs they would find that much of the work they are now producing is being sold at a loss. I know that there are firms who consider that they have their costs quite clear, and think that by ascertaining the amount of materials used on a given job, and taking that, plus the cost of labor, they have arrived at a satisfactory basis upon which to fix

their selling prices. My suggestion is that the association give the matter of costing serious consideration and endeavor to formulate a scheme whereby it can assist its members in introducing methods which will help them to arrive at their actual costs of production. When such costs are known, I feel quite certain that the effect will be to generally improve prices on certain classes of work at least, and by such means we can look for improved conditions as regards prices without resorting to any attempt at restriction." This counsel may appeal to process engravers who in their present anxiety to secure work at any price, are simply making conditions easier for entering on the road to bankruptcy. Knowledge of the cost of production is a potent antidote for many business disorders.

ABUSE OF STATUTE REGARDING EMPLOYERS' LIABILITY.— Under the English Workmen's Compensation Act the employer is liable for damages to his workers if they meet with any accident during the ordinary course of their employment, and every week sees a crop of actions in the courts in which claims are made, in some cases heavy compensation being granted. Naturally, any injury received in

the workshop is made the basis of a claim; not always successfully, as a case the other day showed, when a youth sought an award against Messrs. Blades, East & Blades, printers and stationers, of London, in respect of an accident which resulted in his being laid up for ten weeks with a seriously injured knee. An extraordinary conflict of evidence arose over the description of the accident, the applicant swearing that it was occasioned by his slipping from a counter as he was shifting some paper for the firm, and three of the respondents' employees stating equally definitely, that the injury was caused by the lad falling as he was wrestling with one of his colleagues. The judge held that the accident did not arise out of, or in the course of, employment, and made an award in favor of the employers, with costs.

NEW SCALE OF WAGES .-A new agreement has been made between the London master printers and the Association of Correctors of the Press, by which in future the latter will be paid at the rate of 20 cents per hour up to fifty-two and one-half hours, with a minimum weekly wage of \$10.50. All overtime to be paid for at the rate of 8 cents per hour for the first three hours, after that time at 9 cents per hour extra, up till midnight, and later than midnight, 11 cents. Sunday work

is to be paid at the rate of 18 cents an hour extra. It is also agreed that no printers' reader shall work more than forty-eight hours overtime in any calendar month, or more than sixteen hours in any one week. It is also stipulated that all the members of the association shall work amicably with any nonsociety employees, and with members of other societies. The agreement is to continue in force for five years, and may then be terminated by either party on giving six months' notice.



THE POCKET

[&]quot; ${\tt CAN}$ you keep anything on your stomach?" the ship doctor asked.

[&]quot;No, sir," he returned feebly, "nothing but my hand." — Success.

Compiled for THE INLAND PRINTER.

INCIDENTS IN FOREIGN GRAPHIC CIRCLES.

BY OUR SPECIAL CORRESPONDENT.

GERMANY.

THE Zeitung, of Halle, on June 25, celebrated its two hundredth anniversary.

THE Supreme Court of Germany has recently decided that printers and publishers can not be held responsible for mistakes in advertisements which are due to illegible manuscript.

THE Typographic Society of Würzburg, numbering about one hundred members, has started a course in technical sketching, and will next establish a course in tint-block cutting.

ON January 1 last there were in use in Germany 1,199 Linotypes, 339 Monolines, 763 Typographs (a machine resembling the "Junior" Linotype), in all 2,301 linecasting machines, and 227 Monotype keyboards and 142 Monotype casters.

THE German Typographical Union at the end of its first fiscal quarter of 1909 had 58,458 members in good standing and net assets of \$1,668,000. On January 1 last it had 56,325 members, the increase during 1908 being 2,786. The wage scale was in force in 6,611 offices, including 1,942 cities and towns.

THE following American individuals and firms are represented at the International Photographic Exposition, now being held at Dresden: N. S. Amstutz, Valparaiso, Indiana; Binner-Wells Company, Chicago; Eclipse Electro & Engraving Company, Cleveland; A. W. Elson & Co., Boston; Inland-Walton Engraving Company, Chicago; Republican Publishing Company, Hamilton, Ohio; Joseph Meadon, Hamilton, Ohio; Miehle Printing Press & Manufacturing Company, Chicago.

As an indication of the state of trade in Germany, one may note in the statistics of the German Typographical Union, that during April last it paid out in out-of-work benefits to 2,843 members, for loss of 38,659 days' work, the sum of 62,190 marks (\$14,800). In April of 1908 it paid to 2,088 members, for loss of 25,179 days' work, 35,527 marks (\$8,456). This shows that in April of this year it paid to 755 more members than in April of last year, for 13,480 more days lost, an excess of 26,662 marks (\$6,344)—or for fifty per cent more days' lost time during last April than in the previous April.

To More fully attain its object of providing for a succession of competent help, the Dresden branch of the Association of Master Printers has made a thorough revision of the curriculum of its trade school. The new plan is outlined in a forty-page pamphlet, just issued, and covers the combining of theoretical instruction in the schoolrooms and practical instruction in the workrooms of all branches of the trade. Besides the technical courses for compositors and pressmen, the program of study includes German, French, arithmetic, bookkeeping, banking methods, drawing and tint-block cutting. At present there are two hundred and seventeen pupils, who are taught in sixteen classes by eight teachers.

EMPEROR WILLIAM II., the Crown Prince, Prince Eitel Friedrich, Prince August William and other members of the royal family, have, through the chief marshal of the court, sent a circular to the court photographer and other photographers, notifying them that they would have to relinquish to the royal personages all copyrights of pictures made of them. This order of the emperor was called

forth, because numerous pictures of members of the royal family and fantastic groupings of them, reproduced mostly on post-cards, were generally executed in a manner lacking artistic taste. An end will now be made to this practice. While hitherto the photographers had the right, without special permission, of reproducing and selling either original photos or fanciful groupings of royalty, they are now constrained to submit such to the persons pictured and may publish only those for which they receive official permission.

AT one of its recent monthly sessions, the Erfurt Typographical Club was interested in the exhibit of a fine collection of American printing, loaned by the German Book The reporter of the meeting ex-Trades Association. presses himself as follows regarding the exhibit: "Though the American, in minding the saying, 'The way to wealth lies through printer's ink,' makes large use of printed matter, he lays less value upon its artistic than upon its original - even if simple - arrangement. Noteworthy is the exemplary composition and the clean presswork, especially of the illustrations. The use of good, modern papers is very noticeable. We are not used to seeing such a frequent use of italic types, nor the mixture of roman and blackletter faces in one line." After discussing various technical questions, the club decided to make monthly visits to certain museums and industrial establishments during this summer.

There is no existing portrait of Gutenberg painted during his lifetime. However, there is said to have been such a picture, after which was copied the earliest known portrait of the master; but this, in the Franco-German War of 1870, was burned with the city library of Strasburg. Of this portrait, which has served as a prototype for many Gutenberg heads and among others was also used by Thorwaldsen for the modeling of the Gutenberg statue at Mayence, the city library of Mayence has possessed a good copy since 1832. Besides this, there exist six different Gutenberg portraits, of which two (woodcuts of the sixteenth and seventeenth centuries) are in the National Library at Paris. A colossal painting, "Gutenberg," by Edward Hess (who died in Mayence in 1880), has hung since 1896 in the city library at Frankfort; a large oil-painting, "Gutenberg's First Proof," by Karl Friedrich Reichert (who died, 1881, in Dresden), is in the Mayence picture gallery. Among other group pictures the copperplate, "Gutenberg in His Workshop," by Eugène Ernst Hallemacher, of Paris, merits mention.

A TOUR of inspection was recently undertaken by thirty members of the London Institute of Printers and Kindred Arts. They visited several prominent printing-offices and machine shops in Berlin, Leipsic and Dresden. The tour was made upon the invitation of the German Book Trades Association, the members of which were pleased to observe the great interest taken by their British confrères in everything shown them. It is hoped that the visit will correct many prejudicial opinions held by the British people respecting the German trade. Mr. C. L. Drummond, the leader of the trip, said that in Berlin the cleanliness of the workshops visited and their excellent ventilation attracted special attention; the appearance and physical condition of the workmen were decidedly better than that of the average English workman, and that the printing trade in Germany at present stood upon a higher plane than in England, where the public did not make such high demands upon it as in Germany. To attain to a superior product the English would, in Mr. Drummond's opinion, have to pay greater attention to a system of perfecting schools. However, the

defective schooling of the average Englishman is a hindrance hard to overcome. It is a fact that a comparatively large number of English post-graduate pupils can not pass their examinations, owing to the inability to express even the simplest thoughts on paper, in an intelligent manner. It is in the elementary schools, therefore, that the right start must be made, to catch up once more with the leadership now won by the Germans. The methods employed in the newspaper offices also gave an excellent idea of the restless activity and presented a typical picture of German progressiveness. "We have here," added Mr. Drummond, learned infinitely much, and we take with us the conviction that nothing would do both nations more good than a frequent exchange of visits like the one just made by us. In its modest way it has doubtlessly had its effect in throwing a proper light upon the insane, reprehensible and sensational baiting carried on in certain political circles of the two nations."

FRANCE.

A SIX-VOLUME edition of Molière's works, dated 1773, having thirty-three original drawings by Moreau le Jeune, and binding by Bradel, was on April 24 sold at auction to M. Rahier, for 177,500 francs, said to be the highest price ever paid for a printed book. Other books reaching high prices are the Psalter of 1459, sold in 1885 for 125,000 francs, and a first edition of the "Decameron," sold in 1812 for 56,500 francs.

THE French Government has begun an investigation to ascertain the demands of the various industries upon the apprenticeship system. For one hears much complaint that in the present evolution of industry it is no longer possible to obtain competent artisans in sufficient number. In the printing trade there are establishments which positively refuse to bother with apprentices, claiming their journeymen only lose time in teaching youths. Other printing-offices, however, would engage only beginners, believing they can make good profits on their labor. With such contradictory testimony it is well for the Government to seriously study the question, in order to secure a proper regulation of the apprenticeship system.

THERE died on June 9, at Paris, one of the foremost printers of France—Jean Claude Motteroz. He was known not only at home but abroad as an excellent and progressive printer and also as an able writer on typographic subjects. In conjunction with Gabriel Charavay, a bookdealer at Lyons, he started L'Imprimerie, the noted printers' journal, now in its forty-seventh year, for which he wrote most of the matter, and which in its early days was printed on a hand press. From a very humble beginning his business grew into a very large printing establishment. This he sold a few years ago, but retained a directorship in it until recently, when poor health compelled him to entirely relinquish his business activity. He continued his literary pursuits, however, almost to the moment of his death.

THE new buildings for the National Printing Office, at Paris, which were to have cost 442,350 francs (perhaps a rather low estimate), will cost nearly 10,000,000 francs when completed. The minister of justice, on account of scandals in connection with the building, has appointed a commission to investigate the matter. Originally, the construction was to have been finished in four years, but now, after seven years, the buildings are not half completed. A total of 5,653,367 francs has so far been expended, and the directors in charge ask for 4,500,000 francs more from the Chamber of Deputies. According to the investigations of the committee one might say that there is not a stone in the structure which has not been replaced once and twice by

another. Everything in the original plans was, after its erection, torn down and reconstructed. All floors were laid with cement, but being then considered objectionable were torn out and replaced by parquet floors of oak wood. Because of this the cost per square meter came to 17½ francs, and as there are thousands of square meters of flooring, this ate up a good bit of money. And thus it was with the other details of the structure.

AUSTRIA.

A COLLECTION of copperplates owned by the Baron von Lana, of Prague, was recently auctioned off at Stuttgart and netted \$200,000. Some of the works were acquired by the Royal Library at Vienna.

DR. KONRAD SCHIFFMANN, director of a library at Linz on the Danube, who has already numerous valuable literary finds, has just discovered two leaves of the first dated Latin Bible printed by Fust and Schöffer, in Mayence in 1462. They had been used in the covering of a book, "Tafel der Kaiser und Könige," printed in 1522 by Adolf Petri, at Basle, Switzerland. The two leaves are from a copy printed on parchment and contain parts of the Paulinian letters.

ACCORDING to statistics published in *Vorwärts*, of Vienna, there were in use in Austria at the beginning of April last, 432 linecasting machines, of which 217 were Linotypes, 146 Typographs and 69 Monolines; of the last there were 60 alone in Vienna. In addition, there were 51 Monoline keyboards and 36 casters, of which the majority were in Prague. Prague also had 50 more Linotypes than Vienna. The number of persons engaged on these machines is now 800, which is six per cent of the 14,000 members of the employees' organizations.

RUSSIA.

Not long ago there was discovered in mid-Asia a copy of the "Evangels," believed to be over a thousand years old. Its make-up is most gorgeous, the leaves being of purple silk and the text - in old Greek lettering - produced with silver leaf. The volume contains one hundred and eighty-two pages in this grand style, which have been divided among several Russian museums. An association of archeologists, under the leadership of Prof. Vladimir Uspenski, has had the rare volume reproduced typographically. The edition numbers one hundred copies, costing 500 rubles each. However, the printers could not resist the temptation of committing a fraud, for, instead of using pure silver bronze for the work they used an aluminum powder, charging the price of the better material in their bill. A suit is now pending in the courts because of the substitution.

ITALY.

AN international exposition is being planned for the Italian jubilee year of 1911, to be held at Turin. A space of one million square meters is figured on, of which the printing and kindred arts and the newspaper industry are to have a generous share.

TO FILL SPACE.

When the editor of a certain country newspaper is in a hurry, he doesn't waste words by saying "it rained." He simply writes:

"After many days of arid desiccation, the vapory captains marshaled their thundering hosts and poured out upon scorching humanity and the thoroughly incinerated vegetation a few inches of 'aqua pluvialis.'"—Black and White.

JOB COMPOSITION

BY F. J. TREZISE,

In this series of articles the problems of job composition will be discussed, and illustrated with numerous examples. These discussions and examples will be specialized and treated as exhaustively as possible, the examples being criticized on fundamental principles—the basis of all art expression. By this method the printer will develop his taste and skill, not on mere dogmatic assertion, but on recognized and clearly defined laws.

In the July issue of THE INLAND PRINTER, under the title, "The Elements that Give Permanent Value to Printing, as Exemplified in the Typographical Studies of Bruce Rogers," the writer deals in an entertaining manner with Mr. Rogers' work, and shows numerous examples of his typographical design. In addition to the illustrations of book designing, in which Mr. Rogers is an acknowledged authority, several examples of job composition are shown, the latter being held up as absolutely perfect craftsmanship - so perfect, in fact, that the writer says of one of them, "Probably, if a one-point lead was changed in it, or a thin space added or taken away from an indention it would be marred." Inasmuch as one of the specimens in question is so far removed from the application of the typographical principles discussed in this department, in the Inland Printer Technical School, and in the I. T. U. Course of Instruction in Printing, we feel that a brief discussion of it in this department will not be amiss. reproduction of the job in question, together with the title which accompanied it, are shown herewith.

Viewpoints naturally differ, both from what might be termed natural taste and from training. Frankly, the acceptance of the statement that this is an entirely suitable piece of design would leave us all at sea regarding the fundamental principles of typography. In this department and in the I. T. U. Course of Instruction in Printing we have expounded principles which we have every reason to thoroughly believe are fundamental and of vital importance to typography, and to the printers who have carefully studied these principles the acceptance of the specimen in question as absolute perfection will thoroughly undermine that study and training. It is for this reason that the question is here taken up. We have indicated to the readers of this department, and to our students, as fundamental principles of typography, simplicity, proportion, tone harmony and shape harmony, and indicated these as the chief elements which give permanent value to type design. These are definite; so far as we know they are unquestioned, and they give the printer an unfailing standard by which he can measure his work. This, we believe, he must have. To a few specially gifted ones, perhaps, so happily situated that they have the opportunity of studying masterpieces of printing, and strong enough mentally to avoid becoming obsessed with the eccentricities found therein, to an exclusion of a study of fundamentals, the general directions to study the old masterpieces, with a view to reproduction in a measure, is excellent advice. But what of the ones who are not especially gifted - those who are not in a position to see the old masterpieces, and

who, perhaps, would follow them blindly? For such as - and we believe they are in the vast majority, else we would not have referred to the others as the few especially gifted ones - we must be more specific. We must, rather than call their attention to the work of the old masters as copies to be followed, direct their attention to a study of the principles upon which the old masters built up their designs. Otherwise the eccentricities of the old work will be magnified and closely adhered to, perhaps to the neglect of some fundamental principle. The illustration of the "Music" page herewith is an excellent example of the point in question. What might be termed an eccentricity - the long S, being an f with the cross strokes cut off - is especially emphasized, while the question of the harmony of tone between ornament and type - a really vital question of design - is unnoticed.

We have submitted proofs of the page in question to two students of the I. T. U. Course of Instruction in Printing, with the request that they criticize it upon the same basis that they criticize other examples which are submit-



"Music Program," printed by Bruce Rogers, in 1908, with materials previously used in his books. The long S in "Music" is an f with cross-strokes off.

ted to them with some of the lessons of the course, and we feel that their replies will be of interest to other students of typography and to readers of this department. They are as follows:

"The first thing that attracts my attention in connection with the cover-page for 'music program' is its decoration, which has been so lavishly put on and is so dark in tone as to completely overshadow the reading matter.

"Lesson No. 13 of the I. T. U. Course deals with 'tone harmony,' and I am thoroughly convinced that, as the lesson states, tone harmony is one of the principal factors in good typography. To me nothing is more displeasing than to see a job on which the decoration has been so darkened, as compared to the type, that it seems to stand out from the reading matter. In a design of this character 'the eye is attracted by the decoration and irresistibly drawn toward it, even when trying to read the matter above.' On some classes of work I think it is permissible to give the type matter a darker tone than the decoration, but I feel safe in saying that on high-grade work the type should never be subordinated to the decoration.

"During my work on the lessons of the I. T. U. Course I sent in a job on which an excessive amount of decoration had been used, and received this paragraph in my letter of criticism: 'The main idea in creating a design should be in arranging the type in a pleasing and readable manner. After this is accomplished a judicious use of consistent decoration will give the job character. Understand, we do not discourage the use of decorative spots, borders, etc., but we do claim that the decoration should be so placed or arranged, and of such proportion, as to give added attractiveness to the reading matter, and not force itself upon the reader's attention.' I think this paragraph could very well be written in criticism of the 'music program' coverpage. Not only is it lacking in tone harmony, but the decoration is excessive.

"My idea of any printed job, no matter of what nature, is that it must first convey a message and then an impression that will fix the message firmly in the reader's mind. This can only be accomplished by treating the decoration as a secondary item, or rather as an auxiliary to the message. The application of this thought is very noticeably lacking in this design. It is an excellent example of carefully drawn, consistent decoration, and shows a thorough knowledge of the balancing of groups, but as a specimen of typography it is at fault, and this mainly because the reading matter is the lesser attraction — thrown into the background and of very little importance as compared to the decoration.

"After pointing out the lack of tone harmony and the overdecoration of this job, my next point of criticism is that the inside decoration is too pictorial and was apparently designed more from a realistic standpoint than with a view to its relation to the type matter.

"This lack of 'shape harmony' explains itself in Lesson No. 12 of the I. T. U. Course, which states that 'harmony requires that the details of a design shall have something in common.' The contour of this spot of decoration is very ragged and uneven; certainly not harmonious with the squared-up group of type and the regular border arrangement. Something more conventional would have been preferable. The same motifs of design could have been conventionalized into an enclosing form — such as a rectangle or an inverted pyramid — that would still have a representative nature and also be correct as to shape harmony." — Jerry Becvar.

"Received the job for criticism. This design shows

very little thought of tone harmony. The ornamentation is so heavy that it makes the type matter the weaker part of the job, and the composition is still further weakened by wide spacing between the lines.

"The formal style in which the type is set does not conform very well to the nature of the ornamentation. It seems to me this style of ornament would be more appropriate for a tailpiece to be used after several pages of reading matter than to be used on a title or cover page."—

Glen Coleman.

LIFE.

And what is life? 'Tis but the interim

Between the morn of infancy and eve of age,
The brief probation where we earn the wage
Set forth in words most plain 'tween man and Him
Who holds us in the hollow of His hand;
A road traversed by all; and in its length
He tests our weakness, feels our strength;
God knows, and thus He so appoints our ways
That each has just enough to fill his days
With joys and sorrows, and with good and ill,
So to befit us that, in His good will,
Each naked soul before Him takes its stand.

And so we mourn thee not, O comrades, friends,
Whose journey o'er this rugged road of life
Is at an end, with all its care and strife;
We mourn thee not, but fond remembrance lends
A deeper, truer love unto the spell
Thy presence here has left upon our hearts;
We count as naught the little space that parts
Our souls from thine; for we shall meet again
In God's appointed time, somewhere, somewhen;
His love is o'er us all, both there and here,
And, resting thus, we have no cause for fear—
The loving Father doeth all things well.
— W. H. Pierce, in Memorial Day program of
Chicago Typographical Union.

A KINK ON WASHING TYPE.

The following method of cleaning type has been found by R. W. Springer, of Fort Schuyler, New York, to be very handy and very good. In making lithographs, the pattern is first laid upon the stone in some material that resists water. Then the stone is thoroughly wetted and usually wiped dry. Then the ink-roller is passed over the stone, and the ink is only able to adhere in the places where the water has not struck. The new method of washing type is built upon the same principle.

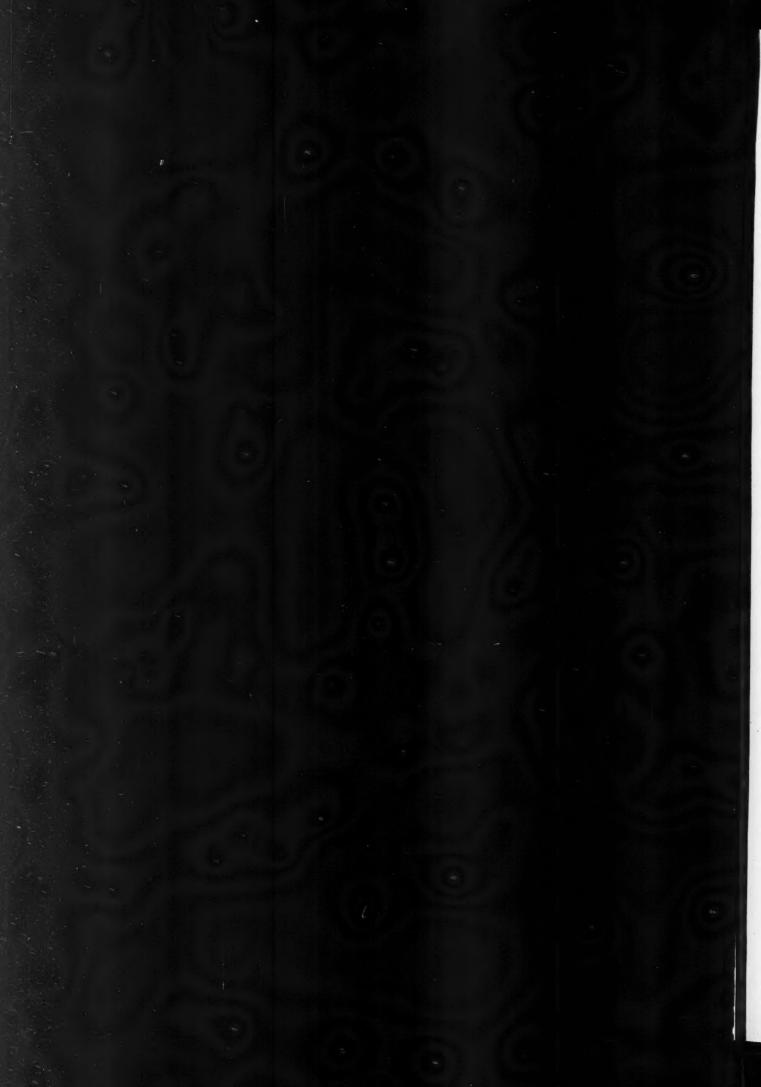
The type is placed in a shallow pan and thoroughly wetted all over. Then a little kerosene is placed on the brush and the inky part of the type is scrubbed therewith. The kerosene dissolves the ink; and, unlike benzine, does not evaporate and deposit it again. The kerosene can not touch the type where it has been wet, but only on the greasy and inky portions thereof. After the face of the type has been lightly scrubbed for a moment, it is again flushed with water; and the dirty kerosene floats off. If new type has been used it looks as bright as new after this treatment. The shank of the type remains just as bright as if it had never been used.

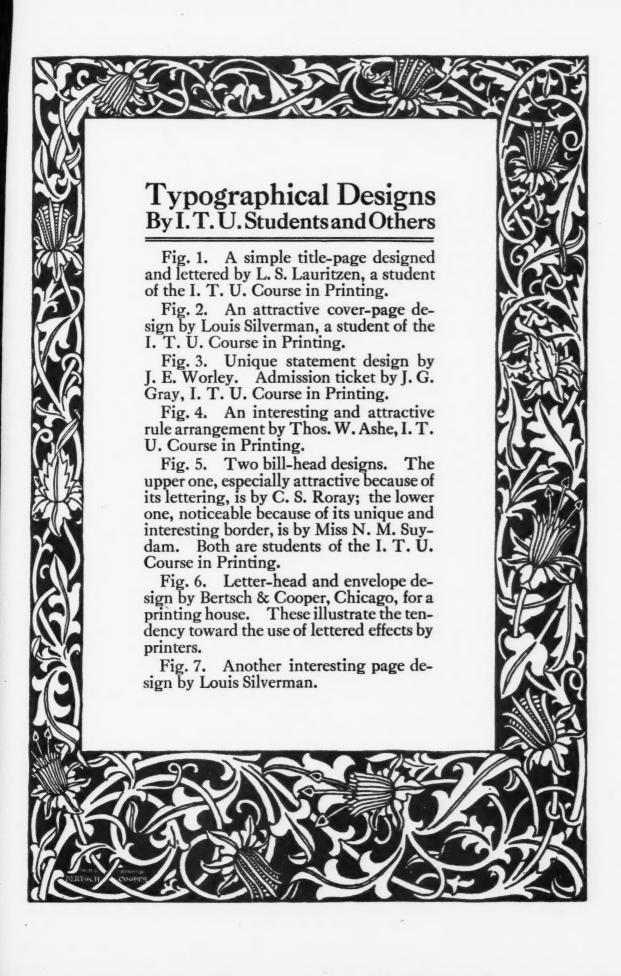
FIFTY PER CENT DISCOUNT FOR TRUTH.

Berkowitz and Sternberg, traveling salesmen, met on the train.

- "I have just come from St. Louis, where I did a tremendous business," said Berkowitz. "How much do you think I sold?"
 - "How should I know?" replied Sternberg.
 - "Of course you don't know, but vhat do you guess?"
 - "Oh, about half."
 - " Half of vhat?"
 - "Why, half vhat you say." Everybody's Magazine.







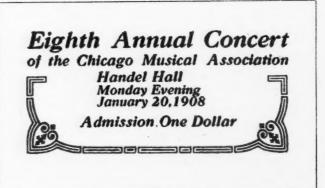
THE MERCHANTS ASSOCIATION OF PITTSBURG

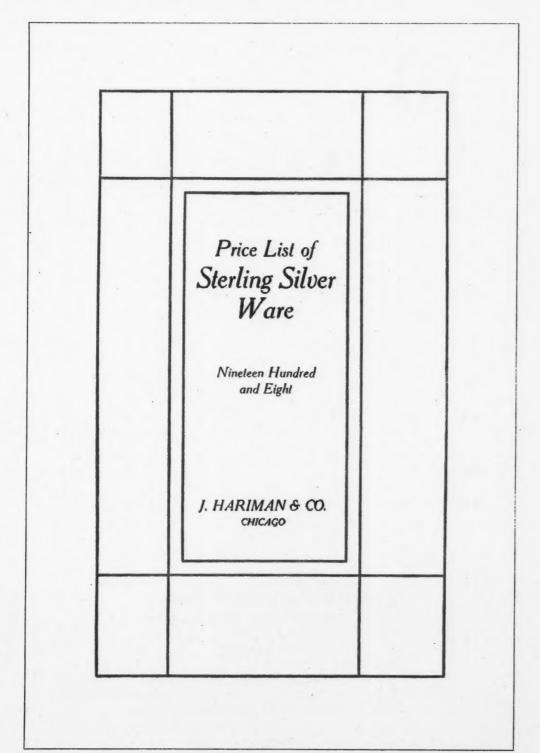
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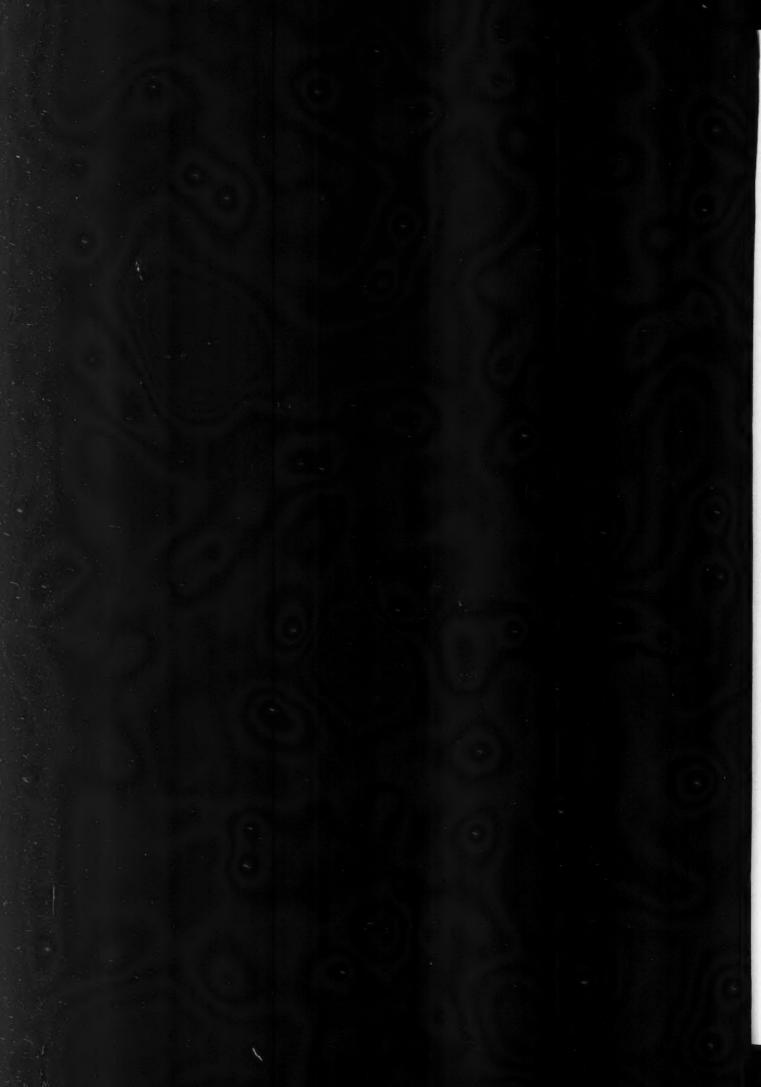
Designed for the Instruction and Entertainment of Youth

By L. M. STRETCH, M. A., VICAR, of TWYFORD and OUSELBURY Hampshire, London.



Printed for C. DILLY and T. N. LONGMAN
Paternester Market, City.
1798





SPECIMENS



BY F. J. TREZISE.

Under this head will be briefly reviewed brochures, booklets and specimens of printing sent in for criticism. Literature submitted for this purpose should be marked "For Criticism," and directed to The Inland Printer Company, Chicago.

Postage on packages containing specimens must not be included in packages of specimens, unless letter postage is placed on the entire package.

S. S. Oscoon, Norfolk, Virginia.—Your leaflet for the Old Dominion Paper Company is certainly an original and clever design. Its timeliness should make it very effective advertising.

That the Hahn & Harmon Company, Minneapolis, Minnesota, not only believe in high-class printed matter for others, but practice what they preach, is evidenced in a book of samples which they recently sent out. It is 9½ by 12½ inches in size, and contains numerous examples of coverpages, title-pages, etc., all tipped on heavy cover-stocks and tied with



heavy silk cord into a beautifully embossed cover. The designing, printing and embossing are all that could be desired, and speak volumes for the capabilities of the Hahn & Harmon Company. We reproduce herewith one of the specimens of designing.

MERCANTILE PRINTING COMPANY, Honolulu, T. H.— The specimens which you sent are excellent in general arrangement and color, although we think that if instead of attempting to square up the upper group on the first page of Young Men's Christian Association circular, you had made it more in

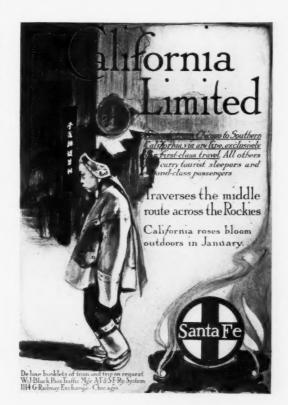
shape like the lower group, omitting the rules, the effect would have been more pleasing. Excessive spacing, either between words or letters, in order to obtain a square effect, should be avoided.

The McCormick Press, Wichita, Kansas.—The June number of "Impressions" is very attractive, neat in design, and with snappy text matter. It can not fail to prove good advertising.

FRED W. HAIGH, Toledo, Ohio.— The monthly calendars which you issue are among the best that reach this department. The ideas are always new and clever, and your customers must certainly look forward to their arrival each month.

We have received from J. Harry Drechsler, Baltimore, Maryland, a unique advertising device, consisting of an excellent imitation of a large firecracker. Upon pulling the cord which serves instead of a fuse, a neat little folder is brought into view.

Among other interesting advertising literature, the Santa Fe has recently produced a booklet of illustrations used in advertising one of its transcontinental trains. These illustrations comprise types of the different races inhabiting the Far West along the Santa Fe trail—Spanish, Indian, Chi-



nese and American. We show one of the reproductions herewith. It is especially interesting to printers as an illustration of the use of hand-lettering of a distinctive character.

From The James Bayne Company, engravers and printers, Grand Rapids, Michigan, has come an ornate catalogue showing specimens of work in photographing, engraving and printing. The work throughout is of such nature as to permit of no criticism whatever.

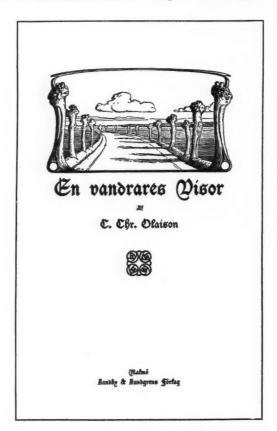
THE MARSH PRINTING COMPANY, New Philadelphia, Ohio.—The announcement is very neat and pleasing in design. Personally, however, we would prefer the job run in two colors, omitting the green, as it does not seem to improve the appearance enough to pay for the extra impression.

ONE of the handsomest catalogues that we have recently received is that of the Dexter Folder Company. The cover-design is an artistic piece of work, embossed in soft colors on brown stock, and the inner pages are well printed in black and brown on heavy coated paper. The arrangement is very satisfactory and the printing of the half-tone illustrations is excellent.

ONE of the most unique menus that has reached this department is that recently used at a dinner given by the Terra-Marine Company, of Staten Island, to the bankers and brokers from all parts of the country who han-

dle its securities. The menu is a facsimile of the bonds issued by the company, the menu being printed on the bond proper and the coupons each bearing a short, snappy phrase. It was designed and arranged by Putnam

THE printing-house of Landby & Lundgrens, Malmö, Sweden, has sent out a very handsome portfolio of specimens of designing and printing. Unusual effects characterize the work throughout. We show herewith a



reproduction of one of the page designs. In the original the sky in the panel was in light blue, the line immediately under the panel in orange and the balance in black.

"Union Pacific Outings." a booklet descriptive of the fishing in Colo rado and Wyoming, is a very interesting piece of resort literature. of the pages contains a reproduction of a photograph of some phase of camp life, from the business man in his office deciding to take a fishing trip to the breaking of camp. The booklet bears the imprint of the Woodward & Tiernan Printing Company, St. Louis.

THE MILLS PRINTING COMPANY, Griffin, Georgia. - The cover-page designs are all very creditable. As to color, unless there is some special reason for the use of red or orange, we would suggest that something cooler in tone be substituted. This applies particularly to the Griffin District Institute job, as we presume the other job called for red. Too much of a warm color gives a flashy appearance to printed matter.

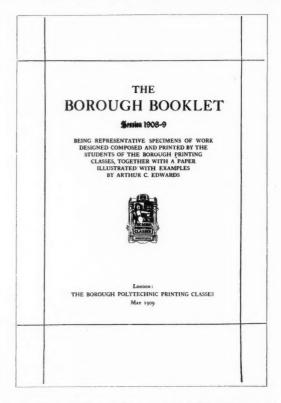
THE Northern Pacific Railway has recently sent in three booklets which are exceptionally creditable. Of the three, the Souvenir Itinerary of the Chicago Association of Commerce is perhaps the most dainty and artistic, having a beautifully lettered cover and title-page and being attractively embossed in colors. The other booklets — "Minnesota Lakes" and "The Land of Geysers" — are well designed and printed, and very attractive.

THE SOUTHAMPTON TIMES, Southampton, England .-- The most noticeable feature of the package of commercial specimens is the over-ornamentation. A great variety of designs are shown, many of them very pleasing, but too great a proportion of them show an excess of decoration. Take, for example, the "Building Brick" booklet. The inner pages would be much more satisfactory if the decoration outside the border had been omitted, as the latter in itself furnishes enough ornamentation for a job of this character. Elaborate decoration is costly to produce, and, where it is not of such nature that it supplements the text by being directly related to it, one should be sparing in its use.

J. R. GENTERS, Norfolk, Virginia .- The admission ticket is at fault in several particulars. The rules which you have used are too light to har-monize in tone with the type next to which they are placed. The initial The initial letter in the center group of reading matter is too black for the text which follows it. It is also a trifle too condensed, and there is too much white space at the side and bottom. We note very poor spacing in the first and third lines of this center group. We would suggest the omission of punctuation points at the ends of lines and on the envelope corner.

A RECENT time-table issued by the Denver & Rio Grande Railroad should prove exceedingly popular with travelers. Instead of the conventional timetable, this folder is arranged in such manner that the traveler can follow, by a series of descriptive notes regarding the stations, his route between Denver and Salt Lake and Ogden. The scenic attractions and points of interest are concisely described, the elevation above sea-level, the distances from terminals, the various industries and resources of the territory traversed, are all included.

SIMPLICITY of design characterizes the recent booklet of the Borough Polytechnic Printing Classes, London, England. The booklet shows specimens of work designed, composed and printed by the students, together



with an able paper illustrated with examples, by Arthur C. Edwards. The title-page, a reproduction of which we show herewith, will give an idea of the simplicity of design which is to be found throughout the work. The original of this page was in black and orange, the rules and design being in the latter color.

A JOURNEYMAN PLUMBER.

The householder smothered his wrath, and descended to the basement. "Are you the plumber?" he asked of the grimy-looking individual who was tinkering with the pipes in the cellar.

- "Yes, guv'nor," answered the man.
- "Been long in the trade?"
- "'Bout a year, guv'nor."
- " Ever make mistakes?"
- "Bless yer, no, guv'nor."
- "Oh, then, I suppose it's all right. I imagined you had connected up the wrong pipes, for the chandelier in the drawing-room is spraying like a fountain, and the bathroom tap's on fire!" - Weekly Telegraph.

MACHINEOMOSITION

RY JOHN S THOMPSON

The experiences of composing-machine operators, machinists and users are solicited with the object of the widest possible dissemination of knowledge concerning the best methods of setting results.

BACK KNIFE .-- An Illinois operator writes: "What is the cause of metal collecting between the back knife and the mold-disk? I clean the back of both molds every morning and grease the mold-wiper with a mixture of oil and graphite, but the metal still gets caked on this back knife so much that it would stop the machine if I did not clean it off. I sent the knife to the factory and had it ground, thinking probably it had become worn to the wrong angle, but this did no good worth mentioning." Answer .- When metal adheres to the back knife, take it out and polish the surface next to the disk on a piece of crocus cloth laid flat on a stone or bed of proof press. Rub also the flat or upper side of knife. Set the knife so that it presses evenly against the back of the mold and adjust the guard to prevent the disk springing away from the knife while trimming the bottom of the slug.

ASSEMBLER-SLIDE BRAKE.—An operator in northern Michigan writes: "I am writing you for information regarding assembler slide and brake attached to the new No. 5 machines installed in our office one year ago. When assembling, matrices or spacebands force the slide over too far, thus allowing the top of the matrix to fall back to the assembling entrance, and, of course, the next matrix or spaceband (more frequently) falls inside, thereby causing transpositions. I have tried to remedy this by tightening spring on the brake and also loosening it. I have used oil on the assembler slide and also resin. In fact, I have done everything I could think of to remedy this defect, but still have the same trouble. If you would tell me what to do in this case I would be very much pleased." Answer .- The brake you are using should be replaced with a new one. No oil or resin should be used. The tension of the brake spring should not be changed. Your trouble will end by applying a new brake, and by cleaning the slide free from oil.

METAL-POT .- C. G., Roanoke, Virginia, writes: "I will again call upon you for information regarding the Linotype. I have just put in a new mold and crucible. I tested same by spreading red lead on back of mold (as instructed in your school). The test shows a perfect lock-up on the bottom of the mouthpiece, but not touching the top at all. I thought probably that by shifting the pot backward a little, it would tend to throw the pot a little closer at the top. I decided not to touch any of the adjustments until I had heard from you. Since putting in the new mold the knives are trimming the ribs off on the top of the slugs, but the bottom seems to be perfect. I have cleaned both the liners and mold, but without results." Answer .- The cause of the lower side of the mouthpiece showing strong while the upper side is weak may be due to the front end of the crucible not being placed to full depth in its seat. Remove the cover and liner and see if the upper part of the crucible lugs are flush with the jacket. The pot can be adjusted in

all directions by the screws in the pot-legs, but you should remember that the legs are on the jacket and not on the crucible. If the mold is not down to its seat in the disk, the knives will trim the ribs off the slug. The mold being properly in place, the knives can be adjusted to properly trim the slug.

MATRICES.—An Arkansas operator writes: "I am enclosing a matrix, not one of the worst ones, however, and would like for you to tell me the cause of the condition of the ears. I think that the mold wheel is too high and shears the ears on one side, and the lift in the distributor box bends them - am I right? I have a hard time getting the magazine seated just right, also. The keyrods, cams, verges, etc., work all right, but the matrices stick in the magazine for some cause or other." Answer .- The damage to the matrices has been caused by the mold, but the mold-disk can not be set "too high." Rather it is that the matrix line does not drop down far enough to allow the ears to enter the aligning groove in the mold. This stroke is regulated by a screw in the first-elevator head. The second screw engages the top of the vise-automatic stop, and after the first screw is set so that the elevator rises about a sixty-fourth of an inch just before the cast, the second screw can be adjusted. This can be done only while the elevator is at its full down stroke. Send in a line and stop the machine just before the mold-disk advances. Then adjust the vise-automatic screw so that the pawl near the lower end of the lever just clears the sliding dog, which is pressed forward when the mold advances. Remove any metal around these parts, which would prevent their free action. The ears are bent in the distributor box when the parts are badly worn and allow two thin matrices to be lifted at one time. This should not occur in a new machine. The magazine of the Model No. 5 is not adjustable, and if matrices stick it is because they or the magazine are dirty or the damaged ones are making the trouble.

DOUBLE-MAGAZINE ASSEMBLER .- E. P. writes: "What are the adjustments to be maintained around the assembler of a double-magazine Model No. 2? I am bothered with matrices bouncing out of the assembler onto the floor. Also the spacebands will strike the assembler-chute spring sometimes and slip over the assembler gate onto the floor. I am confident the trouble lies in the chute spring; but if I bent the spring so as to fit close to the rails, then I am bothered with transpositions of spacebands and the last letter in a word. How should the chute spring and the first partition extension be set to give the best results? The adjustments around the assembler slide are all right, but the slide is worn some. What do you suppose is the cause of the enclosed matrix having the lower back ear bruised as it is? It appears to be done in assembling, for the first elevator seems to be adjusted properly. At first it will seem that it is done by the matrix striking on the top of the small assembler glass, but this is not the case, for I have the glass-holder bent so that the small glass stands out at the top and the matrices can not strike it. Another thing: The bruise has begun to appear on the matrices running in the lower magazine, which is still more puzzling to me. Can it be that it is just a natural consequence from dropping into the assembler, or is some adjustment at fault?" Answer. The space between the assembler-chute spring and rails should accommodate the thickest matrix of the sizes used in the upper and lower magazines. The spaceband in dropping should pass freely through or by this spring. See that the points are not bent out of position. The shape of the spring when received should be maintained except as to allowing more or less space as described before. The

spring, if the old style is used, should be pushed to full height. If the first partition is bent toward the chute spring slightly at the bottom it will tend to slightly retard the speed of the matrices falling and to some extent minimize the bruising of the inside lower ear, as in the matrix you sent. Where this bruise appears on the lower ear of the lower-magazine matrices, the cause is elsewhere. It is evident from the appearance of the matrix that it is striking squarely, as the upset appears uniform on both sides.

MOLD AND MOUTHPIECE. H. M., Little Rock, Arkansas, writes: "I am bothered with the last hole in the mouthpiece next the keyboard filling up and making the last letter on the end of a line have a bad face, as though the metal were cold. Can you tell me by the enclosed slug if the mouthpiece sets too far toward the keyboard, or what do you think the trouble is? I formerly had this trouble, and removed the mouthpiece and found that on the back it had rusted all around this last hole and the hole would fill up with the rust. I replaced it with a new mouthpiece, but still have the trouble, especially on wide measure, and a large face of type bothers more than small. There was no accumulation of dross behind the old mouthpiece. Plunger is new and there seems to be no cause for the trouble. Can the mold be sent to the factory and ground true so that the feather-edges on bottom of slug will disappear?" Answer. - The cause of the bad face opposite the first jet in the mouthpiece is due to the obstructed flow of metal through the aforesaid jet. The mouthpiece should be moved toward the left far enough to bring the first jet inside the edge of the right mold liner. Examine the bottom of a solid slug and you will note the condition described. When you have the mouthpiece in its correct position mark the crucible immediately below the first cross-vent so that in the future you will have a guide in replacing the mouthpiece. If the cap of the mold is rounded off on the edge, it can be remedied by grinding, but if the base is also rounded the problem is more complicated. However, if the edges are not too badly rounded, they can be ground off. The Mergenthaler Linotype Company, Chicago, will do this work for you and supply a utility mold while work is in progress. Write them for particulars.

CLEANING MAGAZINE.—A Canadian operator writes: "Knowing that you willingly answer letters on questions relating to the trade, I am taking this opportunity of writing to you. I operate a Linotype in the Chronicle office here. The machinist, who is a Monoline man, looks after our machines (Linotypes) as well. In cleaning out the magazine he uses wood alcohol. After a cleaning out, the matrices drop all right for a day or two and then become slow and have a tendency to stick in the channels. Would you please inform me whether wood alcohol is a good thing to use, or is it a bad practice? If it is a bad thing to do, please state the proper powder or liquid to use. Our magazines on both Linotype machines require cleaning out about every two weeks, therefore something is wrong somewhere." Answer .- We believe that no harm will follow the use of wood alcohol for cleaning magazines. However, we find that gasoline serves the purpose and is cheaper. The following is the method for cleaning the magazine and the matrices: Run out the matrices into the assembler and place them in two rows in a news galley. Take a clean cloth and moisten it slightly with gasoline (or alcohol) and rub the ears and edge of the matrices until they are clean; then take the magazine brush (which should be clean) and put some of Dixon's special graphite, No. 635, on its bristles, and rub the matrices until the exposed surface is polished. Now place another news galley just over the cleaned

matrices and turn them over, thus transferring them to the second galley. Repeat the operation of cleaning and graphiting of the matrices. As for the magazine, it may be cleaned in the machine or it may be removed. If it is to be cleaned in the machine, the front end may be raised about two inches so as to clear the flexible or stationary front, as the case may be. The entrance is opened and covered with a piece of paper. A piece of paper may be attached over the keyrods and allowed to cover the keyboard to keep the dust from entering thereto. The verge-escapement covers are raised and the pi-tube entrance guide is removed to facilitate the cleaning. The magazine brush is now used to remove the dust from the channels by vigorous action, the full length of the magazine, the brush being pushed out of the back end and drawn out of the front end each time. This operation should rid the channels of all loose dust. To remove the dirt, which may be caked near the verge pawls, moisten the bristles with gasoline and brush vigorously. When clean, sprinkle a small quantity of graphite on the brush, then shake off the surplus. Brush out the channels as before. This operation polishes the surface and reduces the friction between the matrices and surface of the channels. One word of caution: use the graphite sparingly both on the matrices and in the magazine, and do not use free graphite in the magazine. You should have a copy of "The Mechanism of the Linotype." Graphite may be procured from the Mergenthaler Company.

RECENT PATENTS ON COMPOSING MACHINERY.

Double-magazine Linotype.— J. R. Rogers, Brooklyn, New York, assignor to Mergenthaler Linotype Company, New York. Filed October 23, 1909. Issued June 15, 1909. No. 924,939.

Die-case Controlling Mechanism.—J. S. Bancroft and M. C. Indahl, Philadelphia, Pennsylvania, assignors to Lanston Monotype Machine Company, Philadelphia, Pennsylvania. Filed May 10, 1907. Issued June 15, 1909. No.

Mold Mechanism.— F. H. Pierpont, Horley, England, assignor to Lanston Monotype Machine Company, Philadelphia, Pennsylvania. Filed October 14, 1907. Issued June 15, 1909. Nos. 925,023, 925,024.

Multiplex Composing Mechanism.— W. Bancroft, Philadelphia, Pennsylvania, assignor to Lanston Monotype Machine Company, Philadelphia, Pennsylvania. Filed March 5, 1908. Issued June 15, 1909. No. 925,073.

Impression Machine.— F. H. Richards, Hartford, Connecticut, assignor to American Typographic Corporation, New Jersey. Filed July 24, 1896. Issued June 15, 1909. No. 925,383.

Two-letter Assembler.— F. J. Wich, Cape Town, South Africa, assignor to Linotype and Machinery, Limited, London, England. Filed December 23, 1907. Issued June 29, 1909. No. 926,158.

Distributor Bar.— R. G. Clark, Brooklyn, New York, assignor to Mergenthaler Linotype Company, New York. Filed December 10, 1908. Issued June 22, 1909. No. 925.753.

Linotype Machine.— F. B. Converse, New Haven, Connecticut, assignor to Mergenthaler Linotype Company, New York. Filed November 9, 1907. Issued June 22, 1909. No. 925,754.

Linotype Machine.—F. B. Converse, Brooklyn, New York, assignor to Mergenthaler Linotype Company, New York. Filed February 15, 1908. Issued June 22, 1909. No. 925,755.



FOLLY OF BUYING LABOR INSTEAD OF MATERIAL.

BY H. E. GONDER.

Notwithstanding the educational campaign that has been carried on by the printers' supply houses, aided by the trade journals, relative to the false economy of endeavoring to turn out work with insufficient material, judging from the expressions of writers in the craft journals this condition is to-day one of the greatest obstacles in the path of profitable printing. Every reader of printers' supply-house literature and printing-trade journals in general must be impressed with the extent and prevalence of this condition of affairs until it would seem that there can be hardly an exception to the rule.

Being possessed of intimate knowledge of one (and only one) instance to the contrary, I will recite the conditions arising from this exception for the benefit of those who take great interest in the matter.

The McCormick Press is located at Wichita, Kansas. The manager, Mr. A. G. McCormick, was a journeyman printer and started out in business for himself. His was necessarily a small plant at first, and the variety of his material was conspicuous for the reason that there wasn't any to speak of. But there was plenty of everything to do such work as could be handled, and the profit side of the ledger showed up handsomely in comparison with the gross receipts. After a time the plant and business assumed such proportions as to boast of a foreman other than the boss. This is the period when, according to best information, type-pulling and lead and slug piecing begins. In this instance it didn't. The foreman "got his" when the boss meandered back in the shop and observed a compositor engaged in these familiar stunts. The foreman was furnished with order-blanks, and when material was needed he was expected to see that it was procured, and instead of waiting for an O. K. on a requisition the material was ordered and the boss learned of the increase in his equipment when he received the bill.

It is not to be assumed that material is ordered lavishly without regard to its future utility. On the other hand, judgment is required, and every plan and devise designed to reduce labor, material and consequent expense is thoroughly investigated on its merits from an economical standpoint. And when leads or slugs are needed for a certain job, instead of ordering only enough for that particular job, the order is for one hundred pounds, for the reason that founders box them in that quantity, and they are received in better condition. The management, while economical, buys material, believing it to be cheaper than labor—the concern's most expensive item—and good money is invested on such labor-savers as will pay a dividend on the money invested.

The net result can be summed up in this statement: The plant is doing a business of \$50,000 a year on a pay-roll of one-half of that of the average shop doing the same amount of business.

This feature of the management, however, is not alone responsible for the results obtained in this instance, but is, instead, merely one feature of the business policy observed. The proprietor who regards all workmen as being of a uniform degree of competency, and looks to the amount of wages demanded instead of the amount of labor performed, could adopt Mr. McCormick's plan with reference to adequate material, and learn that his profits showed no such interesting results. While good judgment in any one direction is to be commended, it does not necessarily indicate a successful business, and a general improvement in the matter of conducting printing-plants will not be consummated until a higher degree of sound business judgment shall have been injected into the proprietors.

COST-KEEPING FOR ENGRAVERS.

BY A. W. BATHBUN.*

The subject assigned me by your secretary is one I am much interested in, and one that for the past five years I have been trying to make a practical application of in the printing and engraving businesses, but it is so large and has so many different divisions that it is only possible to consider it in a general way at this time.

When an accounting system was suggested to the gentleman who opened up the engraving department for us, he doubted if such a thing could be attached to an engraving business. He had never known of it, and did not understand what there was to get the cost of, as he had always understood that if you paid out for labor, material and expenses \$4,000 in a month and you sold \$4,500 worth of engravings you must be making \$500, and that was the only accounting system he had ever heard of in engraving shops. What kind of work was most profitable, what work (if any) was done at a loss, what proportion of a job was labor, what proportion material and shop costs, what relation office and selling expenses bore to the finished product when it left the workrooms - all these were entirely unknown quantities, and seemingly it was considered too much of a bother to try to find out what they were.

The great aim of those employed in selling engravings seems to be "Get the order." If the solicitor can not get it at what he considers the price should be, then take it at or below your competitor's price — but get it, anyway, appears to be the rule. If there is any question about a charge for extras on account of retouching, special outlining, etc., give the customer the benefit of the doubt, as otherwise you may lose the job. If the price is a little low, the solicitor knows that his house has no means of getting at the exact cost of the finished job, and it will help his total sales, upon the showing of which he expects a salary increase soon. It will also keep the shop busy, and even if the house should lose a little on this particular job it will make it up on something else, is about the way the salesman reasons.

And now, gentlemen, to be perfectly honest with yourselves, how many of you have in your establishment an accounting system that will enable you to check up your solicitors' jobs so that you will know positively if you have made or lost money on each and every order?

To get at the proper selling price for your product the first thing necessary is to get at the cost price, not what you guess it costs, but what the figures show it costs. Hence

^{*}An address delivered before the thirteenth annual convention of the International Association of Photoengravers, at the Hotel Kaaterskill, on July 6 and 7. "A Complete Cost-keeping System" was the title given on the program, but we think our caption more nearly describes the speech of the treasurer of the Inland-Walton Company.

Art Department:

the necessity of finding and putting into use a proper cost-accounting system.

Your secretary flatters me by making the title of my subject "A Perfect Accounting System." Now, the system we use is not a perfect one, but it is the best one we have been able to find, and we are going to continue to use it until we can either develop or find a better one.

The different headings or branches of a system may be put under the following divisions: labor, material, fixed shop charges and office expenses. All productive labor can be charged against each job as it goes through the shop as one labor item, but we have seen fit to separate it as follows: Art, photo, printing, half-tone, line etching and finishing. These can be arrived at accurately by using a daily time report for each workman and transferring the figures to the job-tickets the next day. The troublesome item here is the matter of idle time, and the question we must determine is: "Should the price per hour charged on the job be increased over the amount paid to the workman to absorb unavoidable idle time (such as when a man is compelled to wait on a camera, or there is nothing for him to do), or should the charge on the ticket represent the exact amount paid the workman and the idle time be absorbed in the percentage provided to cover cost of material and fixed charges?"

A portion of the material can be correctly measured and charged on each job, but there is a proportion which can not be so charged, particularly the chemicals, inks, etc. We have been figuring on a percentage to cover cost of materials in each department, together with the cost for fixed charges, which includes the proportion of superintendents', janitors' and boys' wages, also depreciation on equipment, insurance on equipment and sundry minor expenses, includ-

ing oil, repairs, etc.

Having charged the job with the labor that belongs to it and added thereto a percentage on that labor to equal the cost of material and other items such as are enumerated in the preceding paragraph, you have a total which represents the shop cost only. If it has been necessary to purchase items for a job, such as a drawing or a photograph taken outside or some printing, these should be added to the shop cost. Now you have an item to dispose of which provokes much argument and upon which there is a wide difference of opinion among what I might call cost accounters, in lieu of a better term. It is what we call "overhead expenses," comprising rent (also light, power and heat where same are not included in the rent), delivery charges, advertising, salaries of officers, solicitors, office help and incidental office expenses. The cost of the job as it leaves the workroom is not the cost of the job to your firm. Each piece of work must bear its proportion of these expenses. I believe the percentage plan must be used for a proper solution of this - that is, add to the shop cost of each job a percentage that will equal all of the above items. As a concrete example, let us suppose that the labor for a month in an engraving plant is \$2,000 and the material used, \$1,000, making the shop costs on the month's work \$3,000; the rent, office salaries and office expenses for the month are \$750. This equals twenty-five per cent of the shop cost of the product and makes it necessary to add twenty-five per cent to the shop cost of each job to find its total cost. For instance, a job upon which the shop cost was \$40 would cost, with its proportion of office costs added, \$50. Now add to the \$50 what you think you should have as a profit for the risk of conducting a business, or, if you are doing business "just for fun," sell it at \$50 or less.

Do not be misled by the idea that the percentages mentioned heretofore are items of profit, for if correct they are

not, but represent actual outlay of cash, for which you must have a return on the goods you sell. First find your cost and then add your profit, and, it might be added that if you start out with the fixed idea that you must try to make a profit on each piece of work you handle, the sheriff will always have a stern chase.

As an example of the method of showing the costs by departments, I submit the two following examples:

EXAMPLE I .- MINIMUM CUT.

Labor	
Depreciation and general expense, per cent	
Photo Department:	
Labor \$0.11	
Depreciation and general expense, 70 per cent09	00.00
Printing Department:	\$0.20
Material	
Labor	
Depreciation and general expense, 25 per cent03	
	.15
Half-tone:	
Labor	
per cent	
Line Etcher:	
Labor	
Depreciation and general expense, 55 per cent04	
Finishers:	.12
Finishers' labor	
	.54
Outside bills	
Total labor and material	\$1.01
Office sundries, 331/3 per cent	.33
Express	
Carfare	
General expense, 8 per cent	.08
Commission and discount	
Commission and association of the commission of	
	\$1.42
Gain	
Loss	.92
Amount of bill	\$0.50
EXAMPLE II.— THREE HALF-TONES.	
Art Department:	
Labor	
Depreciation and general expense, 20 per cent	
Photo Department:	4
Labor \$0.77	
Depreciation and general expense, 70 per cent52	
Depreciation and general expense, 70 per cent52	\$1.29
Depreciation and general expense, 70 per cent52 Printing Department:	\$1.29
Depreciation and general expense, 70 per cent52 Printing Department: Material	\$1.29
Depreciation and general expense, 70 per cent	\$1.29
Depreciation and general expense, 70 per cent52 Printing Department: Material	
Depreciation and general expense, 70 per cent	\$1.29 .41
Depreciation and general expense, 70 per cent	
Depreciation and general expense, 70 per cent	.41
Depreciation and general expense, 70 per cent. .52	
Depreciation and general expense, 70 per cent. .52	.41
Depreciation and general expense, 70 per cent. .52	.41
Depreciation and general expense, 70 per cent. .52	.41
Depreciation and general expense, 70 per cent. .52	.41
Depreciation and general expense, 70 per cent	.41
Depreciation and general expense, 70 per cent. .52	.41 1.98
Depreciation and general expense, 70 per cent. .52	.41
Depreciation and general expense, 70 per cent. .52	.41
Depreciation and general expense, 70 per cent	.41
Depreciation and general expense, 70 per cent. .52	.41 1.98 .95 \$4.63 1.54
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Depreciation and general expense, 70 per cent. .52	.41 1.98 .95 \$4.63 1.54
Depreciation and general expense, 70 per cent. .52	.41 1.98 .95 .84.63 1.54 36 \$6.53
Depreciation and general expense, 70 per cent. .52	.41 1.98 .95 .84.63 1.543686.53
Depreciation and general expense, 70 per cent. .52	.41 1.98 .95 .84.63 1.543686.53
Depreciation and general expense, 70 per cent. .52	.41 1.98 .95 .84.63 1.543686.53 4.57

Were it possible to turn out work for a month and then add all costs together, dividing them according to the amount of work delivered, before sending bills to your customer, percentages would not be needed, as actual figures would be at your command. As bills must be rendered promptly, however, we must be governed by our experience in past months for a basis in getting at the expense of producing work.

One thing we have proven conclusively, and that is that under the minimum-cut idea, either a half-tone or a zine, at the prevailing prices in our city—Chicago—is always a losing job, and especially when it is run singly. You can safely figure you are losing from one hundred to three hundred per cent on each one you deliver to a customer.

In conclusion, one thing more, by way of caution: Do not attempt a cost-accounting system that is not a part of the general bookkeeping department of your establishment, for it must be treated as a part of your general ledger accounts to make it authentic and reliable.

HINTS ON THE INSURANCE PROBLEM.*

In taking up this subject I shall treat it not from a practical insurance man's standpoint, but rather from a business man's view of the situation as it affects printers to-day.

Fire insurance is a comparatively modern business. The first company in this country was the "Philadelphia Contributionship," chartered in 1752, and an interesting fact is that Benjamin Franklin's name appeared at the head of the list of directors.

I will attempt no argument for the necessity of carrying insurance, for insurance will readily be recognized as a prerequisite to such credit as a man in the printing business may seek and is indispensable to the financial responsibility of the man in this occupation. I will not attempt to analyze rates — or the tax for carrying the risk — for that is fixed by the assured in the care exercised in precaution.

A large proportion of fires are caused by a lack of proper precaution, and printers' risks in the past have been undesirable because of it. The rapid growth of our cities and the cheap construction of buildings make almost inevitable the improper housing of our printing plants. This condition in our line and others, with careless supervision, has caused the United States to be the greatest loser by fire of any country in the world. The average yearly loss on each \$100 of property covered by insurance in England is about 9 cents, in Italy about 6 cents, while in the United States it is 50 cents. The average loss per capita in Germany, France, Switzerland, Austria, Denmark and Italy combined was 33 cents as compared with upward of \$2.25 in the United States. These comparisons were made for the five years beginning with 1900.

There is no question but what the printing business has its full share in these losses. The time is not so very far back when it was almost impossible for the printer to get sufficient insurance, owing to the frequent and heavy losses and the bad repute of the trade, but recent years have shown improvement and the underwriters report us better risks than formerly; still we have not secured the rates to which we are entitled.

The lowering of rates can be brought about by a stricter compliance with the building laws of the city and the rules of the board of underwriters. No large printing-office can afford to be without a standard sprinkler system. In many cases the reduction of the rate has been sufficient to pay

for the cost of the installation in three or four years, and the printer has been able to secure his insurance at about one-fourth the rate he would be compelled to pay without a sprinkler system.

To be fully prepared to meet the emergency when it comes — and it may come any day — every printer should keep a book containing a complete inventory of everything in his shop. There are books on sale now at slight cost that makes this very simple and easy.

I would handle the account in this way: Assume an office worth \$50,000. At the end of the year charge off ten per cent, or \$5,000, leaving the value at \$45,000; then add the new material bought during the year, say \$1,000, which would make the value of the office stand \$46,000. Fol-



W. P. DUNN.

lowing this procedure each year, charging off ten per cent and adding the new, you will find that, with \$1,000 purchases to replenish the worn-out faces and broken material, your \$50,000 office will stand on your books about \$25,000 actual worth at the end of ten years. By that time you will want to throw out some old presses, etc., and buy some modern equipment and your office will again inventory about \$50,000.

In case of a fire loss your insurance companies will take that plan of keeping values as about correct. Of course, in case of loss you will be required to make a detailed, itemized schedule with value attached to each item, which can be readily drawn off from your inventory book, and prices made from current price-lists of material houses, making reasonable reductions for depreciation on account of use.

I believe in using a blanket form of policy and placing insurance with one or, perhaps, two large and old-established agencies. In case of loss, their adjusters, with the general adjuster for the underwriters, will give you a fair treatment and you need pay no commission to professional adjusters.

Remember that no paper-stock, cuts or plates furnished

^{*} An address given by Alderman W. P. Dunn before the Ben Franklin Club of Chicago.

by your customers will be paid for or allowed in your claim, unless specially insured in the name of the actual owner.

Keep the amount of your insurance fully up to the amount called for in the eighty or ninety per cent clause.

Because of the general good record the printing business has made in recent years, I am inclined to think that a strong effort, backed by the Ben Franklin Club, would succeed in getting a reduction of the rates for our business in and around Chicago.

For the general good as well as individual protection, greater care should be exercised in keeping offices free from accumulations of combustible rubbish; then, with strict compliance with the regulations of the board of underwriters, there need be no difficulty in procuring adequate insurance or in settling fairly in case of loss.

PROGRESS AMONG THE POSTER-PRINTERS.

Among the pleasurable results of meetings and addresses, such as a few employing printers' organizations indulge in, is the opportunity they give members to hear about what is going on in related trades. A short time ago the Ben Franklin Club, of Chicago, heard from the lips of Mr. J. A. Johnston, of the envelope-making industry. It was an instructive address. Later the same club, wanting to know something about the cousinly industry of



C. W. JORDAN.

poster-printing, invited President C. W. Jordan, of the Show Printers' Association of America, to make an address. As usual in such cases, the address held the attention of the auditors, not because of its ornateness so much as because one practical man was telling what he knew and how he lived commercially to other practical men.

Mr. Jordan disclaimed any pretensions to the possession of oratorical ability, saying "when the good Lord created me he figured that I would be an easy mark, so shaped my destinies that I became a printer." He said that the

national association of poster printers was formed for the purpose of "making the Devil be good. I use the expression 'the devil' for the reason that as many years back as I can recollect poster-printers have not been known as printers' devils, but as real, live devils among themselves.

"Having associated many years with the various elements in the show business, their dispositions had become like that of their customers. Jealousy was a pronounced trait of every office. Poster-printers were so bitter that they gradually became what you might term bitter enemies - so bitter they would pass one another in the street as perfect strangers. It was next to impossible to get them together in the same room; they were afraid of one another, and distrust was rampant. If Jones took an order away from Smith, Smith would immediately begin to get even with Jones by going to Jones' customer and cutting the former's price; then Jones would retaliate. This continued for years until the poster-printing industry became what might be termed the anemiac of the mercantile world. By the way, I believe that term might apply to all of us in the printing business. Something had to be done, and that quickly. So about five years ago a few took it upon themselves to visit every poster-printer in the United States. They laid out a campaign, and necessarily the very first step taken was to overcome that feeling of hatred and lack of confidence in one another. After a year's hard work these missioners finally succeeded in getting seven posterprinters to meet in the same room, at Cincinnati, without calling each other names.

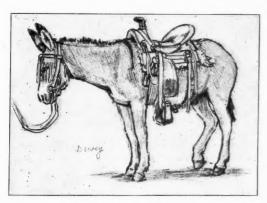
"These seven men, having broken the crust of reserve, found—as men in such circumstances usually do find—that all were human, and our troubles arose from faulty methods rather than wrong-headed persons, as we had supposed. There was an exchange of views and even confidences, and those seven men formed an organization to promote the best interests of our industry. Six months later the directors held their meeting at the Auditorium Hotel, Chicago, and there were twenty present.

"By the time we held our annual meeting the association had made such headway that forty persons were present. The association has grown steadily in influence and power. Our fourth annual convention, held in New York, was attended by ninety-eight per cent of the show-printers of the United States and Canada."

Mr. Jordan went on to show that merely being an association did not attract the poster-printers. The organization was the instrument through which much needed work was done. "We had to do something or quit doing business," said the speaker. A cost system was devised and a commmittee made an educational campaign, giving practical illustrations and installing cost systems in various offices.

Credit is always a delicate and dangerous question with the business man. It was a little more so with posterprinters. They cater to a business notorious for its fluctuations, and, as so many show people know little of business, bankers and supply people regarded poster-printers coldly, because, they said, they did business with irresponsibles and unreliables. This condition was not only responsible for heavy direct losses, but gave the printers a reputation that the banks and supply houses made them pay for. A committee on credit was appointed to handle this large and important subject. It developed departments that look after credits, the collection of bad debts and also protective measures against contracting them. The influence has steadily moved toward a uniform contract and the elimination of the "dummy evil," which takes the form with them of making colored sketches gratis.

Among the essentially special features of this association is the censorship committee, which has for its chief duty the elimination of objectionable posters. Another exceptional function is the work of the business-building committee and the issuance of a weekly bulletin to all members. "We have accomplished a great deal," continued Mr. Jordan, "which may not be apparent to those not familiar with the conditions that existed prior to the birth of our organization. What has been done gives satisfaction to our members, who are doing well to-day, as the



" DEWEY," BOUND FOR PIKE'S PEAK.

figures quoted in estimates are within the bounds of reason. This has proved an incentive to the production of better work, as poster-printers now secure orders on merit and service."

DISTRIBUTION OF TIME IN A COMPOSING-ROOM.

A gentleman whose modesty constrains him to insist that we withhold his name, says he thinks the "experts" are overlooking the value of a "distribution of time" sheet. It is a business barometer that he has found useful in working out the cost problem. Purely a composing-room foreman's proposition, it has naught to do with overhead and such—just labor. He sends us a statement covering nine calendar months as follows:

Total pay-roll hours		49,559
	Per Cent.	
General		21.81
Foreman	03.92	
Cutting and preparing copy	02.74	
Proofroom	11.50	
Stereotyper and handy man	03.65	
Jobroom		17.56
Composition (hand)	52.3	
Distribution	26.7	
Stoneman	21.0	
Bookroom		47.84
Composition (hand)	60.0	
Distribution	19.6	
Stonemen and galley-boy	20.4	
Linotype-room (three machines)		12.79
Composition	90.1	
Care and no power	09.9	
	_	100.
Recapitulation:		
Net composition	49.42	
Distribution and all other labor	50.58	

The percentages are obtained from a tabulation of the daily time-tickets — a simpler form than is used in many offices. "Total pay-roll hours" is the actual number of hours worked as shown by pay-rolls, and that number of

hours was charged to jobs handled. "Pay-roll cost per hour" is the quotient found by dividing total amount of pay-roll by total pay-roll hours, for the entire period.

The office in question is not strictly a commercial shop, and authors' corrections are included in composition. We are not informed as to the approximate percentage of that item.

A PRINTER'S PARABLE.

Oliver Dildock was the Whole Show at Old Man Quoin's Printing Emporium. He had it on the boys in the shop because he was born in Oakland. So in the race for the Coin he started from the Barrier like a Quarter Horse, and it wasn't long before he had developed into a sixty-horsepower Printer. What he didn't know about Ink and Type wasn't worth throwing into the "Hell" Box. When the rest of the Undesirables in the shop were just cutting into their "Ham and Eggs" faithful Oliver had performed half a day's work, and he kept up this Marathon until he disturbed the slumbers of the night watchman, who had to scare him off the job with a pistol. When Oliver wanted a little Five-Finger Exercise he tore off fifty-seven thousand ems an hour and washed the type for fear the "Devil" would exert himself. The Old Man appreciated his thrift and named the delivery horse after him, and once while Mrs. Quoin and daughter were out trying to lasso a son-inlaw at the seashore, Oliver was invited out to the Palatial Home, where he was introduced to Quoin's Old Private Stock. The splendor of the place did not scare Oliver in the least, because he knew that he had earned it for the boss; in fact, he waded up to his shoe tops in the brussels just as though he had been used to it and spilt soup on the \$69 table cloth to show his authority. By the time he poured his "Little Black" into the finger-bowl he had decided to kick out for himself and to be no longer a Slave to Old Man Quoin. Smothering a few glasses of Grape for Courage, he gathered himself together and skidded across the Maple to the Boss. Making a noise like a Man reciting the Declaration of Independence, he said that he was going after the Filthy Lucre himself, as he was tired of erecting fortunes for others.

Much to Oliver's disgust, the Old Man did not fall on his neck and offer him a half interest in the business, trimmed with his daughter's hands. Instead, he wished him success, something he was already sure of. He rushed home and gathered his "for better or for worse" to his manly bosom, and gave her a few stanzas on "Equality and Liberty." The echo of his speech had hardly died away before the supply houses were overwhelming him with their goods. He was given until the Next Coming in which to pay, besides lining his stomach with the best the cafés produced in order to get him to accept their gifts.

Oliver broke into the Printing Game like a Tornado, scattering business and prices. He worked the Sympathy Racket on many of Old Man Quoin's customers. Some of the Rough Stuff he handed them was, "Help a young man just starting in business," "an heir coming" and "Quoin's rich." Since Oliver was not paying the Elusive Coin for his supplies, prices did not worry him. His ambition was to have his presses running night and day, and he accomplished his One Best wish. It wasn't long before he was known as the Heavy Weight Price-cutter of San Francisco. The only other firm in his class was the Upstart Printing Company, who did work for nothing, but Oliver went them one better and did work for same price and gave a Chromo of Ben Franklin and a bunch of Violets with each order. The difference between Oliver's and Old Man Quoin's bids on a job would keep a poor but prolific family a year.

Oliver forgot that there was any such race as Supply Men; he was too busy spending money to consider them. While he rode on this Crest of Prosperity he decorated his fingers with a cluster of Near Diamonds and opened French Excitement Water for the boys. By the time the Cock Tail



Bell rang each evening he had many Appetite Encouragers under his Belt, so that he could give the bill of fare an Awful Play. He bought a Joy Wagon that took three men to see as he flashed by, one to say "Here it comes," another "Here it is," and the last "There it goes."

Of course, while Oliver was burning all this Benzine the supply houses were not getting any answers to their bills, so when he blew down to the office one morning he discovered that he was up against it. So he dug down through the pile of Bills and took out the old Colt's Trouble

Destroyer. Just at the crucial moment when he decided to do the Trick he discovered that it would blow a hole in the suicide clause of his insurance policy. Seeing that there was no other way out of the mess, he tipped the deck of Bills over on himself.

It took until noon for the boys to dig him out, and while they were deciding to give up Bull Durham for a week to buy a "Rest In Peace" floral emblem for Oliver, the Sheriff dropped down upon the place and realized more in five minutes for the supply houses than they had received in one year.

Moral — Price-Cutting is the Son of Foolishness and the Father of Despair. Or,

A Small Debt Produces a Debtor — a Large One Suicide.—Franklin Printer.

STRIKING EXAMPLES OF WORKING FOR WORK'S SAKE.

Here is a letter from a printer in an Indiana town of about six thousand population and an hour's ride from Indianapolis, which brings to light an interesting example of "how not to do it."

"I have bought THE INLAND PRINTER for eighteen years and never miss a copy, and I have been a close student of the cost department, which I consider one of your best features. I am enclosing a booklet on which the customer claims that I was trying to rob him. I quoted a price of \$21 for 1,000, figuring machine composition. The enclosed sample was printed and delivered for \$14.

"I would be pleased if you would make a comparison of the figures and show in detail which price was fair. If I am wrong I will be glad to be shown up in your publica-

tion."

Owing to the manner in which we are treating the subject, we withhold the writer's name. The booklet is a fair piece of work of its class. Our correspondent does not give the wages, but, as there is no union located there, we have figured on a basis of a nine-hour day and \$10 a week as operator's wages — which we believe is low — and get this result:

1,000 COPIES BOOKLET, 12 PAGES AND COVER, SIZE 3% B	8.
Composition, 22,000 ems at 24 cents\$	5.28
Time-work (heads, tables, make-up, etc.)	5.28
Stock	1.75
Cover-stock	3.50
Presswork — one 12-page form	4.00
Presswork - one 4-page form (cover)	1.50
Binding	3.00
*	24.31

To this we would add ten per cent for profit, quoting \$26.50 or \$27 as the price to the customer. We fail to see how our correspondent could "make even" on the job at \$21, unless his "overhead expense" is much lighter than we have worked into our figures. There does seem to be an odor of robbery attached to the booklet as delivered, but we opine that the firm whose imprint it bears did the robbing, with itself as victim.

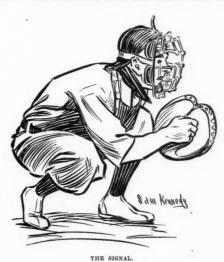
For comparative purposes, we had a solicitor of a large and successful Chicago house figure on the job. He took as his basis the eight-hour working day and wages at \$19.50, with this result:

Composition (machine), 22,000 ems	at	60	cer	nts	3.		 	\$13.20
Time-work (heads, tables, make-up,	eto	2.).					 	 13.20
Stock							 	 1.75
Cover-stock							 	 3.50
Presswork - one 12-page form							 	 5.00
Presswork - one 4-page form								
Binding							 	 3.25

On these figures he would be compelled to quote \$45 to the customer—at least, that is about what he would have to get for the work in order to hold his job.

This is interesting, both as showing the competition large cities have to meet and the prevalence of cutthroat competition. But does it pay to attempt to meet such competition as landed this job? The successful bidder appears to be one of those printers who remain in business because they do not do a great deal of it. If we reduce the price of composition to 10 cents, which is less than it costs to "take care of" machine composition, we fail to see where there is any money in the job at \$14. For the printer's sake, we hope the buyer is indulging in gammon when he says the work was delivered for that price.

But sad experience makes us fear that the job was done for that sum. The practice of doing work at ruinous rates is not confined to "small fellows" and "country printers." On the Pacific coast Sacramento and Oakland



printers are trying to educate the "big fellows" in the great city of San Francisco to cease selling printing at prices which mean ultimate disaster to themselves and other craftsmen. The folly of cutthroat competition is very generally recognized. There is an aspiration in the trade for more modern methods and a desire to abandon business ways that were fashionable when storekeepers had two prices and a man never paid the price asked for an article.

The craft would like to be as up-to-date in its methods as it is in its productive capacity, but few have the courage to consistently follow the path that leads to the goal. Our Indiana friend was hit by apparently ruinous competition of a town of the same class. A complaint from a small town in Illinois is directed against a city firm in Indiana, in which the writer tells us:

"We were asked to submit figures on a job of circulars, approximately 10 by 15 inches, with three first-class half-tones and several paragraphs of descriptive matter in small type, printing on one side. When we were given the specifications, the customer impressed us particularly with the fact that he wanted a high-class job, perfect results from the half-tone cuts, and the highest quality 'glazed' paper.

"The quantity required run from two thousand five hundred copies to four thousand copies and we were asked to submit prices on both quantities. After figuring for an hour—cost, 50 cents—we quoted a price of \$13.50 for two thousand five hundred and \$19.20 for four thousand, using enameled book-paper at 7 cents per pound (in Chicago). The prospect went up in the air, so to speak, and insisted that he had a quotation from a city in Indiana of \$2.75 per thousand for the work, and assurances of good work and the use of suitable 'glazed' paper thrown in. Could we be expected reasonably to turn out a high-grade job on enameled book (70-pound) in quantities up to four thousand at \$2.75 per thousand? We believe our prospect was telling the truth about the quotation. When will city printers and country printers cease forcing the cheapest prices they can frame up on the attention of the prospective customer, instead of talking high quality at a fair price to their patrons?

"We trust you will keep hammering against this tendency to encourage 'cheapness' among the trade, or enlighten us as to how we can turn out a fine job of cut and circular work of this size and character at \$2.75 per thousand."

We have our limitations, and can not tell one friend how to produce the booklet at the price paid, nor inform the other as to a method whereby he can turn out work of that class for \$2.75 a thousand—and make money. But we will keep hammering away at the curse of cheapness, and hope for ever-increasing support from our readers.

If that doesn't come, we shall continue to "knock" the old idea and boost the new — that men are in the printing business to make money, and that the customer is the legitimate person from whom to secure it.

STUDYING THE JOB.

The wrinkles in a business often save more time than labor-saving machinery. Every printer should make his head save his hands and feet much labor, and reduce his worry. The enterprising printer will study the "ins and outs" of this or that job of work that comes to him. He will suggest to his customers little aids and helps, and be quick to see any changes that will be of benefit to the looks of the job. Ornaments suggestive of a line of business will be as good as and answer the purpose of a trade-mark. They can be run in the same color as the body of the work, or in a separate color. A suggestion of this kind will impress a customer with the idea that you are up-to-date in your business and are giving him special attention, and will draw him closer to your office and help to educate him to a point where the price-cutter won't interest him.

Newspaper offices have a chance to rake in a good many dollars in a year by getting up an extra good advertisement occasionally for different advertisers, especially those who do not get up special jobwork. After the paper is printed suggest to your customer that he have five hundred or a thousand circulars of this form. If your advertising type is somewhat worn place a blotter under your tympan. For the real-estate man who runs a three-inch single-column advertisement, pick out some scraps of cover-paper cut to fit a No. 6 envelope. Print in a harmonizing color. You can give him a job for half the usual price and make extra money. I have used this repeatedly on circulars, cover inserts, and on blotters. It is not new, but is not worked by many offices.— C. E. Barnes, in the Practical Printer.

MAYBE SO.

Maybe some of those senators think if they made printpaper higher the newspapers will not have so much room to tell what they are doing.— Louisville Post.

PRESSROOM

The assistance of pressmen is desired in the solution of the problems of the pressroom in an endeavor to reduce the various processes to an exact science.

ROUGHING MACHINE (494).—"Will you please give us addresses of firms who manufacture pebbling machines?" Answer.—These machines can be obtained from the Fuchs & Lang Manufacturing Company, 29 Warren street, New York, and Dunning Brothers (Incorporated), 64 Fulton street, New York.

REBUILT ROTARY PRESSES (489).—"I will thank you to favor me with the names of houses handling rebuilt rotary newspaper presses, as I am looking for two for shipment to Mexico." Answer.—You may be able to secure such presses from R. Hoe & Co., New York, or Goss Printing Press Company, 732 South Paulina street, Chicago.

BLACK BRONZE (495).—"Will you kindly give us the address of an importing house or firm that can supply us with a black bronze? We need this for a special purpose and are unable to procure it in this city." Answer.—We are unable to find any ink-dealers who know anything about black bronze. Possibly some of our readers do.

MACHINE FOR PRINTING ROLL TICKETS (491).— "Kindly furnish me with the name and address of a manufacturer of machines for printing roll tickets." Answer.—A machine suitable for this work may be obtained from Henry Drouet, 1 Madison avenue, New York. There is another firm, the Ansell Ticket Company, 63 North Clark street, Chicago, who print and furnish these tickets complete.

TYMPAN FOR BOND-PAPER JOBS (497) .- H. E. Parker. instructor of printing in the New York House of Refuge, in a letter to The Inland Printer, says: "Note in your June number that for bond-paper jobs the cardboard is placed just beneath the top sheet. I do all printing on bond-paper with a bond-ink, also I put a sheet of glazed card over the top sheet and attach it with the gauge-pins to the sheets beneath. The card can not slip or cause a slur. I find the printing is sharp and clean when done as described above. This letter-head was printed in that way." The letterhead mentioned is printed on a good grade of bond-paper. The type is an extended lining gothic. The printing is sharp and done without excessive impression. The plan is a good one for short runs, but if the card becomes indented greatly and needs changing it can not readily be removed when pinned to the top sheet as described.

To Soften Vignette Edge (490).—"How can I makeready a half-tone cut so as to fade away the edge and cause it to remain light during a run of about twenty thousand impressions? I find that a job starts all right, but after a while the soft edge which was weak becomes strong and the solids which were all right become weak. Why is this so?" Answer.—The reason for this condition is due to a yielding in the tympan and in the cut mount. For long runs cuts should be mounted on metal; then there would be no trouble from that source. The yielding in the tympan can be remedied by a secondary make-ready after the

run is under way four or five hours, or when the vignette edge begins to show harsh. This make-ready is carried out on a thin sheet of hard paper, usually of the same thickness as one of the hangers in the packing. In the marking out, which may be done on the face, with a carbon sheet beneath, the solids and middle tones which have become weak are given a few tissues, and the vignette edge which has gained impression is trimmed or rubbed down. When the sheet is spotted up and attached in the tympan one of the hangers is withdrawn; this leaves an increase only of the few tissues where added to compensate for the compression. This treatment when properly carried out maintains the softness of vignette edge and uniformity of appearance of the other parts of the half-tone cuts.

HEAVY FORM ON A PLATEN PRESS (499) .- John Burk, of Pittsburg, Pennsylvania, submits a few sheets of a sixteenpage booklet form, which was printed on a platen press, with the following letter: "I am sending to you under separate cover four sheets of a booklet form, to see if you think it practical to print a job 10½ by 14½ on a 10 by 15 platen press. The job was locked up with the quoins in the center of the form. Is the work as good as could be done on a larger press or on a cylinder?" Answer.— The presswork is excellent in every detail. The half-tone cuts, both square and vignette, are well brought up, and bear evidence of careful handling. The form is extremely heavy, as it consists of half-tone cuts and type surrounded by a pica wide half-tone border. The press, however, is built with ample strength to turn out work of this character. We would not advise work of this kind being done at high speed. We also believe that the work may be done more economically on a cylinder press. A larger platen press could not have made a better appearing job.

INK GETTING ON THE SIDES OF TYPE (496) .- A pressman writes in effect as follows: "In an argument between a pressman and a printer in regard to the ink running down in the form on a newspaper press the pressman claims that the trouble can not be wholly avoided, while the printer says it should not occur. There are seven thousand runs on the form, and as the quoins are not locked very tight, so that the column-rules will not work up, the ink works down. In my long experience on presses of all kinds I have always found that news ink on long runs will work down even to the bed of the press. I have found on web machines on removing plates that the ink had worked down in every interstice as far as it could go. The printer asserts that the ink should not be found on the body of the type in this manner, and that it is up to the pressman to prevent it. What can be done to prevent this trouble between pressman and printer?" Answer.—While we believe the pressman is not at fault, inasmuch that the ink will run down in the form, there is possibly a way of washing the form that will remove the ink. Also, if the form is locked up tight enough, the ink may not run quite so low, perhaps not farther down than the top of the leads. But, as you state, the quoins are as loose as possible to prevent the column-rules cutting the sheets. Would like to hear from any of our readers who had similar trouble and overcame it.

BREAKFAST A LA MODE.

"John, I believe the new girl has stolen the whisk-broom; I left it on the dining-room table last night."

"I guess the joke's on me, Mary; it was not quite light when I got up this morning, and I thought you had left a shredded-wheat biscuit out for my breakfast."—Houston Post.

PROOFROOM

BY F. HORACE TEALL

Questions pertaining to proofreading are solicited and will be promptly answered in this department. Replies can not be made by mail.

REVEREND.— J. T. McL., Hattiesburg (State not named in letter), asks: "Is it good newspaper usage to use the title Reverend without the initials or the word Mr., as in 'Rev. Jones came to the city to-day'? Is it improper to say 'Rev. Mr. Jones'? Does not the title Rev. always imply the word the in front of it, which would make it grammatically improper, as well as bad usage, to use it as you would the titles Dr., Gen., etc.?" Answer.— The only correct use of this title is with the before it, as in "the Rev. Mr. Jones," "the Rev. A. B. Jones," etc. Such is the decision of every critic who has said anything on the subject, and such is the vastly prevailing usage. "Rev. Jones" is about as bad as any such thing can be.

HARROWING QUESTIONS .- We have long wished for something to arouse correspondents to interesting and profitable discussion, and think that we have now found a topic that should have that effect. It comes from an English book on "Printing," by Mr. C. T. Jacobi, who was examiner in typography to the City and Guilds of London Institute from 1892 to 1897, and who published in his book the questions he asked. One of these questions was: "What rules would you follow in compounding and dividing words?" Another was: "Name the qualifications necessary for a good reader, and mention some of the points in reading bookwork in order to preserve style and uniformity." These two questions are selected as sufficient, though there are many others that would serve as well. They seem well fitted to set people thinking, and if they strike others as they do the editor we may have some interesting letters. What do our readers think Mr. Jacobi's own answers would be if he had to answer? . The editor has answered them the best he knows how in these columns, but he suspects that Mr. Jacobi would not accept his answers. Does any one know how or where to find rules that would be generally acceptable? Most of the grammarians refer people to the dictionary for compounding. But the dictionary asserted most strongly by its publishers to be the best has, for instance, angel fish and devilfish, hip bone and breastbone, goldbeater and gold beating, and many other such cases. Can any one suggest a rule that would give such an effect? Does any one know of a style-book or any publication that answers the questions satisfactorily? Most important of all, can any one give answers that are really satisfactory to himself?

SHALL AND WILL.—D. J. G., Baltimore, Maryland, writes: "Kindly let me know the correct use of will, shall, would, and should. Let me have your opinion on the following: 'Write us a letter and let us know your wants, and we will be glad to take up the matter with you.' 'We would be pleased to have you call.' Do you think a compositor is justifiable in changing these to shall and should?" Answer.—No compositor should ever make any change

from copy except to correct an error that shows unquestionably that it can be nothing but an error, and the words in question are not in this class. This being so, the only justifiable action by the compositor in the cases asked about is to follow copy. Compositors have no responsibility in connection with the language of the matter they set, except that they should spell correctly, even if words happen to be misspelled in copy, and punctuate properly even if copy is not so punctuated, unless they are told to follow copy. Certain small responsibilities properly pertain to them, even under "follow copy" orders, including the correction of grammar where it is unquestionably plain that what is wrong is accidental and not intentional. Mere little slips in the writing, that no one could fail to recognize as such for instance, omission of a letter in a word or of a plainly necessary word in a sentence, repetition of a word, making a doublet, as if the preceding phrase here had been written "repetition of a word word" - should be corrected in setting the type, even with the strictest orders to follow copy. But this should apply only when there is no possibility that copy is right, as in the quoted doublet. Choice of words to be used, of grammatical construction, and of form in regard to anything as to which a difference of opinion is possible, is not to be meddled with either by compositors or proofreaders. It rests entirely with writers or editors. Shall and will and should and would have been discussed extensively in many books, and are even mentioned as special subjects of study in the catalogues of some schools. No such extensive discussion or special study could be possible if there were no difference of opinion as to best usage. It would be supererogatory for us to add another set of rules to those already existing, which range from concise statements, easily understood, to cumbersome and complicated treatises fitted only to show how much some people can say where little is needed. For regularly differentiated rules, and examples of the appropriate uses, our correspondent must be referred to the large dictionaries, every one of which contains carefully studied statements, with exemplifying quotations. Proper use in each instance depends on the primary sense of the word used, but in some instances the senses of shall and will are so nearly coequal that no one but the user can determine whether one of the words is or is not more appropriate than the other. Thus the rules can not always, although they can sometimes, enable one person to decide that another is misusing either word. Will expresses any degree of willingness, from that of the mere promise to the emphatic utterance of positive determination, mainly subjectively, that is, on the part of the speaker or speakers with reference to action by himself or themselves. Objectively, that is, as used by one person to another of action by the person addressed, will is proper as expressing mere probability or emphatic certainty. Shall ranges in sense from expression of merely determined future action by the speaker or speakers to that of imperative command or assertion. We have tried only to say enough to show that, while shall and should would probably be better in the sentences in question, no one but the writer of them can tell positively whether change would be actual correction or not. When there is such good cause for doubt, in this or any other matter, no change should be made by any one except the writer or editor.

CHICAGO RAPPED.

A Western clergyman announces that the God of the Bible is not the God of Chicago. We had suspected as much for a long time.— Philadelphia Inquirer.



BY S. H. HORGAN

Queries regarding process engraving, and suggestions and experiences of engravers and printers are solicited for this department. Our technical research laboratory is prepared to investigate and report on matters submitted. For terms for this service address The Inland Printer Company,

Answers to a Few Correspondents.—" Process Worker," Seattle, can remove the bichromate of potash stains from his fingers by treating them every day after work with dilute aqua ammonia and then washing the hands well with warm water and soap. T. M. Ault, Springfield, Illinois, will find an excellent formula for zinc enamel in this column for November, 1908, page 256. National Engraving Company, St. Louis: There is no book published giving intaglio on copper or steel. W. Mosely, Elgin, Illinois: To take a mold in gutta-percha all that is necessary is that it be softened by heat.

To Hasten Chlorid of Iron Etching.—J. W. Sears, Philadelphia, wants to know if there is any way to hurry up the action of chlorid of iron on brass. Answer.—The action of chlorid of iron can be hastened by the addition of small quantities of hydrochloric (muriatic) acid, but it would be well to add at the same time chlorate of potash, or the action will be too violent. It will be well also to keep a close watch on the acid resist on the protected parts. If it is burned in glue enamel it may act as if it was disgusted with the addition of the muriatic acid and jump off, leaving the lines unprotected. A good asphaltum resist on brass stands the muriatic acid addition well.

To Brighten Up Copper or Brass Etchings.— William Slavin, Troy, New York, asks: "Can you tell me how some etchers get their half-tones to look so bright? I have some brass signs to etch to be afterward lacquered, to protect them from tarnishing, and I want to get the bottoms of the etching as bright as possible. Can you help me out?" Answer.— The best solution for cleaning the chlorid of iron stain from brass or copper etchings is the one we used to employ for thoroughly cleaning glass for negative making. It was composed of sulphuric acid, bichromate of potash and water in about the following proportions: In one-half gallon of water dissolve one-quarter pound of bichromate of potash and add four ounces of sulphuric acid. We kept this mixture in a lead-lined tank, for it seemed to be destructive of any other vessel.

FOURTH PLATE IN FOUR-COLOR WORK.— M. Griffin, Cleveland, Ohio, writes: "Will you kindly give me formula in your next issue, if possible, for a gray filter to be used for the making of the black plate in four-color work? Am using the liquid filter, but as yet have not got a satisfactory dye for this gray or black plate." Answer.— The customary way to make this black or key-plate negative for four-color processwork is to register the three-color record negatives exactly upon each other and fasten them securely in that position, then put them in a positive camera and by transmitted light make a positive from the combined three negatives. From this positive make a negative and there you have a negative containing all the deepest shadows in

the original. Read the reply in this number to correspondent who is puzzled over an orange and black cover-design.

SAALBURG'S PHOTOGRAVURE IN COLORS.—George Fritz, Vienna, Austria, makes several inquiries about the new invention for printing photogravures in color on a calicoprinting machine. Mr. Fritz and all the others who have been curious about this new process will find Mr. Saalburg's own description of it, published in his United States Patent No. 923,799, issued June 1, 1909, under the title "Process of Making Pictures." The first account of the process with an excellent exhibit of it, in the reproduction of an oil-painted portrait, was in The Inland Printer for December, 1908, pages 383 and 384. The copies containing this exhibit have been bought up by collectors who appreciate the historical value of the first exhibit of a process which has a future of great importance.

THE GRAINED BITUMEN PROCESS.—A process which has heretofore been kept a secret is the method used by which a fine grain is had from a photographic negative on aluminum, zinc or stone by some few lithographers in Europe. Mr. Guy Symmons, manager of the photographic department of one of those establishments, told before the London County Council School of Photoengraving and Lithography, London, just how it was done. For different purposes the formulas are as follows:

For a	luminum.	For zinc.	For litho. stone.
Asphalt	7 gms.	7 gms.	5.6 gms.
Chloroform	100 ccs.	100 ccs.	100 ccs.
Benzole	9 ccs.	8 ccs.	5 ccs.
Alcohol	35 ces.	36 ccs.	28 ccs.
Ether	50 ccs.	50 ccs.	50 ces

The only benzole which it is claimed can be used for this process is that supplied by a gas-works, the whole secret of the grain lying with this benzole. For different materials the formula varies, but the grain may be varied by changing the formula. If too coarse, more benzole must be added, and if too fine, more alcohol. The ingredients should be dissolved in the order shown, and the last items should be added very gradually drop by drop while stirring the solution. The coating of the plates must be done in a room at a temperature of sixty degrees, absolutely free from any drafts of air, and the plate warmed to about blood heat, slightly warmer at the bottom than at the top. Pouring should be done through a funnel direct on the plate, coating from left to right, rocking the plate all the time. The plates will keep for months when coated, if put away in a dry dark cupboard. The great drawback to the method is the long exposure required. With a negative, not at all dense, one and one-half hours in bright sunshine is not too much, or an equivalent exposure to arc lamps is necessary. This exposure must be much longer if the light is at all weak. The developer is the following:

Benzole		 	 	 8 ccs.
French	turpentine	 	 	 50 ccs.
Anilina	oil			1 00

A good deal may be done in the development in competent hands by local treatment in using the developer. The weights and measures are given in the metric system, as most operators in this branch of processwork use that system

"THE PHOTOGRAPHY OF COLORED OBJECTS," by C. E. Kenneth Mees, D.Sc., is the very latest contribution to the subject of color photography. To give an idea of the author's style just one quotation will suffice. Doctor Mees explains just why all red objects appear black under the Cooper Hewitt lights in the following: "We should form the habit of considering a red object, not as one that reflects red, but as one that absorbs green and blue violet. Take a

scarlet book and examine it by a light containing no red—such, for instance, as the mercury vapor lamp, in which red is almost entirely wanting. The book will no longer reflect red light, because there is no longer any red light for it to reflect, but it will still absorb the green and blue violet of the lamp, looking black; it has not changed its nature, and we should still be justified in saying that it is red if we define red as we have done above." The book has sixtynine pages, fourteen plates, a color-chart and a photogravure frontispiece. Published by Tennant & Ward, 122

East Twenty-fifth street, New York. Price, 50 cents; postage. 6 cents.

TO REPRODUCE A BLACK-AND-ORANGE COPY .- " O 1 d Reader," New York, writes: "I have been reading your book for ever so many years and I am sorry now I did not keep the back numbers instead of trusting to my memory. I don't remember that you have answered this question. I expect to have a number of black-and-orange covers to make for a publication. At present the designs are simple and we are getting the separations by making two tracings, but I want to make photographic separations. If you have answered this question before please send me the date." Answer.-Don't recall that this question has appeared before. To get black-and-orange separation negatives from your copy make first, through an orange screen, a record negative of the black and from this a positive on glass. Make the best record negative you can of the orange, which will, of course, also contain the black. Put the positive record of the black you have in register with your orange-record negative and you will find the black masked or shut out completely in the orangerecord negative. Make a positive from this last combination and from this posi-

tive a negative, and this last will be a record of the orange in the copy separated from the black. The process is roundabout, but, if any of our readers know a better one, we would be glad to have it.

REPRODUCTION METHODS CHEAPER THAN ZINC ETCHING.—Henry T. Weed, Brooklyn, New York, writes: "From time to time I wish to have drawings reproduced. They are very small. I need only about two hundred copies of each, and the quality of the reproduction need not be first class, while cost is a decided item. Can you suggest a process by which they can be reproduced at a minimum expense? Something cheaper than a zinc etching, if it can be had. I am a subscriber to The Inland Printer, so

that an answer there will reach me." Answer.— The invention of Mr. Payne whereby he furnishes a sensitized metal plate which can be used in the camera as a photographic dry plate is now used and the image gotten direct on the metal would seem to be the ideal method for your purpose; but "Payne type," as it is called, is not ready for the market yet. You might find one of the several letter-copying and duplicating methods used in business houses to answer your requirements in a crude way. If you could make a number of your drawings close together on a transparent

medium like celluloid and print them on cyanotype or blue-print paper, it would be a cheap practical way of getting two hundred prints by photography. The drawing can be a negative one if the celluloid is coated with a red or orange varnish and the drawing is scratched through this varnish with a point.

TROUBLE IN STONE PRINT-ING .- "Lithographer," Cleveland, Ohio, writes a letter about his trouble in getting a print on stone. "On zinc with a three-minute exposure I get a good print, but on stone the dots are ragged, the fine dots rub off and the dark parts fill in." Answer.— Your trouble will be found in one or all of the following reasons: (1) Former albumen prints have not been thoroughly removed from the stone. Albumen sinks deeper into the stone than one would believe. (2) Your albumen film is too thick in places. (3) The ink is not fine enough, or you put it on with a leather instead of a composition roller. After grinding away the old surface of the stone you should treat it with a little soda potash, or ammonia water, to make sure that all the acid in the stone has been neutralized; then wash away all traces of this alkali. Use eight to ten ounces of water to the white of one fresh egg and fifteen to

then wash away all traces of this alkali. Use eight to ten ounces of water to the white of one fresh egg and fifteen to twenty grains of bichromate of ammonia for your sensitizing solution. Flow this solution over the stone at least three times before you drain the last off and whirl. When the stone is dry get the stripped negative in contact with it by the use of sweet oil or castor oil, either of which needs to be well wiped off before inking up the stone. The composition roller lays down a smoother film of ink than the leather ones. When developing the stone use wet cotton gently in the stream of water flowing from the tap over the stone. All the operations, from sensitizing the stone to developing, should be performed in a room lighted by a yellow light or gas light; excepting, of course, the printing through the negative in sunlight or electric light.



" SAM." As seen by Adolph.



ABOUT THE VALUE OF "DRAWING."

Henry Lewis Bullen is an undoubted authority on many - perhaps most - things connected with the graphic arts, but he does not seem to grasp in his usual masterly way the essentials of the educational movement now occupying the craft's attention. In the first article of THE INLAND PRINTER for July Mr. Bullen brackets the North End Union School at Boston with the I. T. U. Course, and later on truthfully says, "The young printer will do well to learn to draw in simple, correct fashion, or architecturally." There is a vast difference between the two institutions. At Boston the capable Mr. Stewart, with his heart in his work, is fitting prospective apprentices to take their places in the workshop. There is no doubt that many journeymen would be benefited by the instruction given, for few are they who have had such opportunities, but Mr. Stewart would quickly deny that he is making printers. He is trying out wouldbe apprentices and the sifting process has borne excellent

The I. T. U. Course in Printing, on the other hand, would be of comparatively little value to the beginners in Mr. Stewart's classes, but it would prove of service to them later. The suggestion that "the young printer will do well to learn to draw," etc., is in line with what the I. T. U. Course is doing. In the arrangement of lessons, given in this department, it will be seen that the first group comprehends lettering, which is done in free hand. This gives the students such dexterity with the pen or pencil that many of them previously unskilled in this respect prefer to send in composition work in ink or pencil sketches to putting them in type. There are scores of International Typographical Union students who can do "stunts" like unto Mr. Rogers' Michaelangelo cover.

The "drawing" taught in the I. T. U. Course may not be exactly what Mr. Bullen had in mind, but it serves every purpose, and is of great value to the compositor. Lack of facility with the pencil - even without a knowledge of lettering and design - has been the cause of the downfall of many nervous compositors. If they had but taken time to sketch their jobs there would have been more successes and fewer failures, and it was the latter that caused them to "lose out." In many composing-rooms there is an unreasoning prejudice against the men who use sketches. Some foremen are pronounced opponents of the practice, regarding it as a time-losing proposition. There couldn't be a greater mistake. It is the opposite of that, being not only a time-saving device, but a good-work producer. Some fortunate persons are able to visualize accurately and see in the mind's eye just what a job will look like; those not so gifted should seek the aid of pencil and paper. They are at a disadvantage as compared with the more fortunate; but they are at a still greater disadvantage if they dispense with this simple aid. There is a story of a shrewd merchant who advertised for a bookkeeper. The usual coterie of applicants were in the anteroom and as one after another came out of the inner sanctum with dejected mien,

it occurred to one of those waiting to ask a rejected applicant why he was turned down. "I don't know," was the reply. "All the old curmudgeon asked me was 'What is twice two?' I told him 'four' was the answer, and His Nuts said I wouldn't do." When the inquirer was called, the same question was put to him. He pulled out paper and pencil and did the sum in the usual way, showing the result. He was engaged on the spot, the employer saying he didn't want a bookkeeper who was so careless that he would give answers involving figures without taking the precaution to put them down on paper.

The rough sketching of jobs, like writing down figures, gives exactness and guards against mistakes. As students of the I. T. U. Course become more numerous, this prejudice will break down. They, with their facility with the pencil, will not disdain to use the means so successfully employed by commercial artists or designers, who are invading the typographer's domain, partly because they sketch and partly because printers have neglected or refused to do so.

At the moment there occur several incidents which serve to show the value of this accomplishment. One student who is apparently youthful-looking, and does not speak English fluently, being foreign born, was denied employment by a foreman who advised him to arrange to serve under instructions for some time. This not being at all to the student's liking, he sketched some jobs and was engaged on the spot. The student complains of being sneered at by his fellows for sketching, and expresses regret that he is unable to make his tormenters understand what an advantage the I. T. U. Course would be to them. Another student writes that, notwithstanding his youth, he is receiving considerably more than the scale, because he now sketches work for the other compositors. And still another, who sent in his first lesson about the end of January, inquires in July as to the price he should charge for sketches and lettering, as some business firms had given him work to design and others had volunteered to give him full charge of their printing here-

The printer is learning to draw, and to some purpose.

LESSONS IN THE I. T. U. COURSE.

We print herewith list of lessons given in the I. T. U. Course in Printing, together with terse explanations of what has been called the "new features":

Lesson 1 — Lettering: Roman capitals in pencil.

Lesson 2 - Lettering: Roman lower-case in pencil.

Lesson 3 - Lettering: Italic in pencil.

Lesson 4 — Lettering: Inking in roman capitals.

Lesson 5 - Lettering: Inking in roman lower-case.

Lesson 6 - Lettering: Inking in italic.

Lesson 7 — Lettering: Gothic alphabets.

Lesson 8 — Lettering: Making cover-page design.

Lesson 9 - Lettering: Making cover-page design.

The foregoing lessons treat of the various styles of letters, their formation and appropriate use. Aside from the fact that hand-lettering is fast becoming a desirable adjunct of the printing-office, the student gains necessary information regarding the proper use of letters, the laws of spacing, and acquires knowledge that aids him in mastering the next

Lesson 10 - Design: Balancing measures.

Lesson 11 - Design: Proportion.

Lesson 12 — Design: Shape harmony.

Lesson 13 - Design: Tone harmony.

Lesson 14 - Design: Preliminary sketches, or arrangements of lines and masses.

The principles of design are not merely the style of to-day or to-morrow. They are the same principles which have been found in good work ever since the invention of printing, and without which we can not achieve satisfactory results. This is the first time they have ever been expounded by printers for printers. The mastery of the preceding lessons fits the student for the proper application of what is learned in the succeeding group:

Lesson 15 - Color harmony.

Lesson 16 - Color harmony.

Lesson 17 - Color harmony.

Lesson 18 - Color harmony.

Lesson 19 - Color harmony.

Color harmony is not a question of personal taste; it is a question of scientific fact. In order to successfully produce colorwork, or even set up a job for colors, the printer must have a knowledge of these facts, and not "guess" at what the results will be. When the student has finished these lessons he has made for himself a chart which is an authority on the contrasts, harmonies and complements of the colors the printer uses.

The benefit of the logical structure of the course is now apparent. In previous lessons the student has been drilled in the principles underlying typography. He is now asked to apply those principles (with type or by pencil sketches, as best suits his convenience) to the everyday work of a composing-room. It should be noted that he is not following another man's style, but applying principles. His work is original—his own conception of how the principles should be applied.

Lesson 20 — Composition of letter-heads.

Lesson 21 - Composition of bill-heads.

Lesson 22 - Composition of business cards.

Lesson 23 — Composition of envelope-corner cards.

Lesson 24 — Composition of tickets.

Lesson 25 - Composition of menus.

Lesson 26 - Composition of programs.

Lesson 27 — Composition of cover-pages.

Lesson 28 — Composition of title-pages.

Lesson 29 — Composition of advertisements.

Lesson 30 — Composition of advertisements. Lesson 31 — Layouts of booklets and books.

Lesson 32 — Papermaking.

Lesson 33 - Platemaking of various kinds.

Lesson 34 - Imposition: Four and eight page forms.

Lesson 35 — Imposition: Twelve and sixteen page forms.

Lesson 36 — Imposition: Twenty-four and thirty-two page forms.

Lesson 37 - Imposition: Forms for folding machines.

PRESIDENT LYNCH THINKS MORE JOURNEY-MEN SHOULD STUDY.

Our movement for the better education of journeymen and apprentices in our trade has been quite successful. The report of the commission having this subject in charge goes into detail. Movements of this character are necessarily of slow growth. That the journeyman or apprentice can be taught the art of good printing through a correspondence course at first does not appeal to the average man or boy. Gradually we are overcoming this prejudice, and our commission has demonstrated that its correspondence course meets all of the requirements. There should be a much larger number of students than we have, but notwithstanding we are doing very well, indeed, and it is hoped that as the membership of the International Typographical Union gets a better idea of the object the

commission has in mind and as our graduated students demonstrate their greater efficiency in following their trade, that the increased knowledge and ocular demonstration will prove a much more potent lesson than the circulars sent out by the commission. The secretary of the commission has addressed several local unions and with good results. There is another feature to this work that should be touched upon. Our technical education proposition has attracted attention from the press, daily, weekly and monthly publications frequently mentioning the course in laudatory terms. Its advertising value must be taken into consideration, and without question this venture has aided in raising the International Typographical Union to a high place in the estimation of the general public. The attention of the delegates and of the entire membership is invited to the report of the commission covering its work for the fiscal year.—President Lynch, in annual address to International Typographical Union.

WANTS TO CHANGE PUBLIC-SCHOOL STUDIES.

"If the public school wants to develop social efficiency and promote industrial education, one of the things it can do is to cut out the useless, and, for the most part, unintelligible stuff now being taught, and substitute therefor those subjects applicable to the world in which we live."

This was the statement of Prof. Paul H. Hanus, chairman of the commission on industrial education, who last evening addressed the graduating class of the Boston Trade School for Girls, at the Parker memorial.

"The object of the public school," said Professor Hanus, is to develop a social efficiency and increase the capacity for self-support, and up to this time it has done very little in this direction.

"Take the arithmetic as taught to-day, for instance: all that stuff about compound interest, stocks and bonds, bank discount and the lot of other rubbish which I need not name. No wonder you begin to ask what all these have to do with the every-day problems of the world.

"Another thing which could be readily dispensed with is a considerable portion of the English grammar.

"We have found that we do not acquire good English by rules and by long hours spent over silly analyzing of sentences. We learn English by speaking and reading.

"What the public school must do, if it is to promote the industrial education, is to throw overboard all this rubbish, to make room for the more important things.

"A vast improvement could be made in the present system if a more extensive manual training was incorporated into this work.

"We should have manual training in every grade of the elementary school, and by the time the elementary course is completed the student will know what his industrial capacity is." — Boston Advertiser.

GAY YOUNG BLADES.

From a crowd of rah-rah college boys celebrating a crew victory, a policeman had managed to extract two prisoners.

"What is the charge against these young men?" asked the magistrate before whom they were arraigned.

"Disturbin' the peace, yer honor," said the policeman.

"They were givin' their college yells in the street an' makin' trouble generally."

"What is your name?" the judge asked one of the prisoners.

"Ro-ro-robert Ro-ro-rollins," stuttered the youth.

"I asked for your name, sir — not the evidence." — Everybody's Magazine.

EWSPAPER WORK



BY O. F. BYXBEE.

Editors and publishers of newspapers desiring criticism or notice of new features in their papers, rate cards, procuring of subscriptions and advertisements, carrier systems, etc., are requested to send all letters, papers, etc., bearing on these subjects, to O. F. Byxbee, 3286 Malden street, Chicago. If criticism is desired, a specific request must be made by letter or postal card.

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EDITORIAL AND PUBLISHERS' ASSOCIATIONS.

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historian, Transcript, Golden.

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Wilson, auditor, Star, Winchester; Charles C. Doten, historian, Plymouth. MINNESOTA EDITORIAL ASSOCIATION.—C. S. Edwards, president, Times-Interprise, Albert Lea; Charles H. Bronson, first vice-president, Review, Osakis; Frank W. Hunt, second vice-president, Free Press, Mankato; H. J. Essler, third vice-president, Herald, St. Peter; Charles P. Stine, secretary, St. Paul; David Ramaley, treasurer, A. O. U. W. Guide, St. Paul. Executive committee: C. C. Whitney, News-Messenger, Marshall; Frank J. Meyst, Kellogg's Record, Minneapolis; Wm. E. Easton, Gazette, Stillwater.

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H. A. Gass, treasurer, Missouri School Journal, Jefferson City.
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Amsterdam.

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Daniels, News and Observer, Kaleign; D. T. Edwards, Free Press, Amsour North Dakota Press Association.—Alex Wright, president, Oakes; R. J. Huglen, secretary, Wahpeton; M. L. Ayers, treasurer, Dickinson.

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Buckeye Press Association,—C. E. Bryan, president, Democrat, London, Ohio: C. A. Jettinger, vice-president, Buckeye Informer, Delphos;
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secretary, Echo, Richardson.

VIRGINIA PRESS ASSOCIATION.— Alfred B. Williams, president, Neweleader, Richmond; C. J. Campbell, vice-president, New Era, Amherst; J. L. Hart, secretary, Herald, Farmville; R. H. Beazley, treasurer, News, South Boston; Miss Bertha Gray Robinson, historian, Observer, Orange. Executive committee: George O. Green, Review, Clifton Forge; A. P. Rowe, Free Lance, Fredericksburg; R. P. Barham, Index-Appeal, Petersburg; W. McDonald Lee, Virginia Citizen, Irvington; John Stuart Bryan, Times-Dispatch, Richmond.

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WYOMING PRESS ASSOCIATION.—Fred E. Winchester, president, Thermopolis; Will Reid, vice-president, Journal, Rawlins; A. J. Mokler, secretary-treasurer, Tribune, Casper.

SUMMER MEETING.—The Associated Ohio Dailies will hold its summer meeting at Cedar Point, beginning Tuesday, August 3, and running to the end of the week.

EMPIRE-DAY NUMBER.— The Christchurch (New Zealand) Weekly Press published a voluminous "Empire-day Number" on June 2, consisting of ninety-six five-column pages and cover. While not as elaborate as the annual Christmas number of the Press, it was still a very creditable production.

AD.-SETTING CONTEST No. 27.— Last month was announced THE INLAND PRINTER'S twenty-seventh ad.-setting contest, and it is sure to be a most interesting one, as the copy is difficult and capable of a great variety of styles of treatment. A compositor who enters the contest and secures a full set of the specimens submitted will obtain many most valuable ideas. The contest does not close until August 15, so that there is still ample time to enter. Look up the copy and rules on page 572 of the July issue and see if you can set the best ad.

Good Ad. Display.— One of the hardest problems of the ad. compositor, or, at least, the point where most of them "fall down," is in the securing of proper contrast. Among several ads. submitted by W. W. Drummond, of the Odessa (Mo.) Democrat, is one which well illustrates this difficulty. The line at the top is too long for good display—it should

have been broken up into two, or even three lines. The type used for the body-letter at the top is almost as large as the display lines in the balance of the ad. This should have been smaller, making room for good, strong display. I have selected the least meritorious specimen of Mr. Drummond's work to illustrate this point. The rest of his ads. are very nicely arranged and well displayed.



An ad, which would have been improved by stronger contrast.

INCREASED BUSINESS DEMANDS NEW BUILDING .- The Arizona Gazette, of Phœnix, has purchased a lot in the heart of the city, upon which it will erect a modern newspaper plant. This step has been made necessary on account of an unusual increase in business, the Gazette carrying to-day more than three times the amount of advertising it did a year ago. Last year the average was about seven hundred inches daily, while this summer it is running from eighteen hundred to twenty-two hundred inches. The most interesting part of this condition of affairs is to learn just how such an increase in business was secured, and to a question along this line A. G. Dulmage, business manager of the Gazette, makes the following response: "We attribute the reason for this remarkable showing to the fact that the Gazette represents the people's interests in every way in this community. It has waged a number of very successful battles against corporate interests that have greatly benefited the people of Arizona and the Salt River valley - as an illustration, reduction of freight and express rates have been secured for this territory. The above, combined with hustling and going after the business, has built up the circulation and advertising in this paper to such an extent that the Gazette claims the largest circulation in Arizona of any newspaper published and carries the greatest amount of advertising on week days. In the securing of business in the circulation department premium contests were used; in advertising, personal solicitation secured the greatest increase. We were very successful in the want-ad. department in the securing of new business by the use of premiums and various other schemes, such as giving away a dollar daily to the person bringing in an advertisement with a misspelled word in it. A great deal of interest was taken in the dollar proposition. We have had as many as one hundred and fifty inquiries in one day for that dollar.

It was an extra good thing, as it forces the people to read the classified ads. and the advertisers were very quick to appreciate it."

Newspaper Criticisms.— The following papers were received, together with requests for criticism, and brief suggestions are made for their improvement:

Fowler (Kan.) Gazette.—An examination of your paper explains why the circulation has increased voluntarily—the large amount of correspondence, covering all towns within a radius of fifteen miles. Mechanically the paper is satisfactory.

Markdale (Ont.) Standard.— The Standard has been criticized nine times in the past seven years, and in that time has shown marked improvement. The only disfigurement is in the "Want Ad." and similar departments, where some of the ads. are badly worn — it would pay to reset these every issue.

Odessa (Mo.) Democrat.—Of course, the ideal first page would be free of advertising, but the two ads. at the top of your page are very neat, and being of the same size, are not a bad disfigurement. As both of these ads. are set with double panels it would be better to avoid using a panel for the heading in the center—a plain type-heading would be much better, as it would afford contrast.

Jewell County Republican, Jewell City, Kansas.— Your paper is well printed and you have an active corps of correspondents, but your first page is a disgrace—about three columns of scattered reading matter, principally at the bottoms of columns, and ninety per cent of it paid locals. You should give more prominence to real local news—set it in larger type, with headings on the principal items.

NOVEL PUBLICITY.— Edgar E. Bartlett, of the Rockford (Ill.) Register-Gazette, used a novel card to advertise his paper during the summer vacation period. In fact, he

The Register-Gazette's The Register-Gazette's READY REMINDER READY REMINDER FOR ITS TRAVELING FRIEN Daily Register-Gazett

LADIES' LIST.

HAVE I PACKED MY

PACKED MY

Laces
Gloves
Gloves
Gloves
Gloves
Gloves
Hackintoeh
Mackintoeh
Mackintoeh
Mackintoeh
Mackintoeh
Manicure
Ma Ist, Order the Daily Register-Gazette Forwarded. lst, Order the Daily Register-Gazette Forwarded. GENTS' LIST. HAVE I PACKED N ACKED MY Medicines and Drop-per, Memoranda and Memo AVB I P.
Atomizer
Auto Cap. Coat, Goggles, Guide
Bathing Suit
Bath Robe and Towels,
Beits and BuckleBooks Memo Book Money Music Books Nail Brush Neckties Needles, Thread and Thimble -Hair, Tooth Shoe, Hat, Overshoes
Outing Sharts
Pajamas
Pant Stretchers
Pens, paper, penc
Perfume
Photograph Outfit
Photograph
Plms, needles, pager, penc
Pens, pager, penc ash igars lirculars Clock Clothes Brush Coats and Hangers Hars and Buttons Gloves, Hat Overshoes Paper, Pens, Pencili Pertumery Pins Photographs Photograph Outfit Playing Cards Postals and Postage Stamps Chemise
Cloak
Cloak
Colars and Bu
Combs
Confectionery
Corsets
Corset Covers
Court Plaster
Crocheting
Cuffs and Butto
Curling Iron
Drafts Stamps
Pumps
Purse
Railroad Tickets
Rain coat
Razor, Cup and
Strop urs and ru
up
inner Suit
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ressing Gown
ress Suit,
studs, button
shoes, socks
rinking Cup.
nvelopes
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leid Glass
ilms Purse Railroad Tickets Rain Coat Ribbons Strop Revolver Rubbers Safety Pins Sample Books Scissors Rain Coat Ribbons Rings Safety Pins Sample BOOKS Scissors Shaving Set Shaving Set Shawl and Strap Shirts Shoes. Strings, F Horn.Hook Sippers Smoking Jacket Soap Socking Jacket Soap Socking Steamer Stamps Stamps Stamps Scissors Shawl and Strap Shirt Waist and But-Shawi and Strap

Showl and Strap

Loss

Shoes

Shoes

Polish, Horn,

Hook, String

Slippes

S essing Sack ms hing Tackle Strings, Pon, Hook ask untain Pen uit and Knife riters oves at Suit and O uide Books oitar
ons and Shells
oir Brush
omnock and
ond Glass
ondkerchiefs Steamer Rug Strom Studs Suspenders Stick Pins Sweater Tiles Time Tables Tobacco Tooth Brush, Picks, Powder Towels Gloves
Golf Suit and
Guide Books
Guitar
Hair Brush
Hair Curlers
Halroins ting Coat, Hate Underwear Vests and Buttons Vest Buckles and Butts Violin Wash Cloth Watch Writing Mat Set

considered the idea such a good one that he had it copyrighted. On one side of the card was a list of articles which a man usually requires when on his summer outing, and on the reverse side a list for the woman's needs. At the top of each list was a line, "First, order the Register-Gazette forwarded." The two lists are reproduced.

ADVERTISING RECORDS.—Reproduced herewith is a page from a loose-leaf record for keeping track of advertising accounts, as used by the Kettle Falls (Wash.) Valley Tribune. The publication dates appear in small figures.

Address Shel	and Grriga	_ 1	Bus	sine	255.	A	rigalio	
2	00	,	3				1 . 1	2
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		3	10	17	24			
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	Locals June						*	
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	Ad July							
	Locals July	-						
		5	12	19	36			
	Ad August		·					
	Locals August		-		1 :			
		2	9	10	23	30		
	Ad September				***		****	
	Locals September	7	14	21	28		*********	**********
	Ad October		1		-			
	Locals October		1	1	1.	1		
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	Locals November							
		2	9	16	23	30		
	Ad December			l				
	Locals December							
		6	13	30	27			
	Ad January							
	Locals January.							
		3	10	17	25			
	Ad February							
	Locals February						*******	
		3	10	17	24			
	Ad March							
	Locals March							
		3	9	16	23	30		
	Ad April							
	Locals April							

A compact advertising record.

It certainly makes a very concise record, although the disadvantage of having to print new sheets each month for the entering of new contracts might deter some from adopting it.

ADVANTAGES OF EDUCATION.

The Darwin centenary opened in Cambridge yesterday, and in honor of the occasion the dispatches tell of an educated monkey, which has turned into a successful burglar. Incidentally, the monkey got first page and Darwin was put inside.— Washington Times.

CASE FOR A DESPERATE REMEDY.

The Proud Mother—"This boy do grow more like is father every day."

The Neighbor — "Do 'e, poor dear? And 'ave you tried everything?" — Sketch.

RECOMMENDATION.

 $\operatorname{Mrs.}$ Handout — "I would like to know whether you are a trustworthy character?"

Dusty Stryper — " Why, lady, at the last place I worked they called me a trusty! " — Puck.

DEFINITE PLANS FOR INCREASING CIRCULATION.

NO. V .- BY O. F. BYXBEE.

SECURING SUBSCRIBERS THROUGH CONTESTS.

ONTINUING last month's description of an "Educational Contest," as conducted by the Scranton (Pa.) Tribune, we will give the details of how the contest was managed. Whenever a reply was received to one of the letters, even where only additional information was asked for, or if a postal requesting circulars

was received through notices appearing in the paper, a book of subscription blanks with full instructions was imme-

THE SCRANTON TRIBUNE.

Please enter on your subscription list the name of

Address
for subscription to The Scranton Tribune for
months, and credit me with points in your Educational Contest.

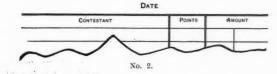
Name of Contestant

diately sent and the writer notified that he or she had been duly entered as a contestant, "believing that they would be anxious to commence work at once without delay."

The book of instructions was an eight-page booklet, too lengthy for reproduction here, containing pointers on how

TRIBUNE EDUCATIONAL CONTEST

DAILY REPORT



to approach people, what to say, how to close a deal, and urgent paragraphs regarding the value of sticking to the canvass and not becoming easily discouraged.

The first book of subscription blanks given a contestant contained but ten leaves, but as soon as results were obtained larger books were supplied. These books were six inches long and two and one-half inches wide. On the first page of the cover was printed "Educational Contest, Scranton Tribune," and blanks for name and address of contestant; on the inside cover-pages was the list of rewards and "Reasons why people should read the Tribune," while

entered on the "Daily Report" blank (No. 2), together with the number of points to which he was entitled and the amount of money brought in.

Each day all new subscribers were sent receipts by mail from the office (No. 3). The contestants did not give receipts to the subscribers, although such a receipt could easily be prepared. Still, it might be mentioned that not a single complaint was received that was not easily adjusted, and although there were hundreds of young people collecting money in the name of the paper every cent was promptly turned over to the *Tribune*.

A careful record was kept of every subscription secured in a specially ruled book, which proved indispensable as the contest advanced. All disputes were easily adjusted, expirations of subscriptions were quickly ascertained, and, by keeping the book posted after the contest closed, the percentage of subscriptions retained could be easily computed. The heading of one of the pages is shown, the original being about twelve inches wide, with thirty lines to the page.

We wish to thank you for the subscription and trust you will notify us promptly if the paper is not regularly and satisfactorily delivered.

THE TRIBUNE PUBLISHING COMPANY.

IMPORTANT.-PRESERVE THIS NOTICE, AS IT IS YOUR RECEIPT FOR THE MONEY PAID.

No 2

The rules of the contest, which were sufficiently clear to avoid all controversy, were as follows:

The special rewards will be given to the persons securing the largest number of points.

number of points.

Points will be credited to the contestants securing new subscribers to the Scranton Tribune, as follows:

	Points.
One month's subscription\$0.50	1
Three months' subscription 1.25	3
Six months' subscription 2.50	6
One year's subscription 5.00	12

The contestant with the highest number of points will be given a choice from the list of special rewards, the contestant with the second highest number of points will be given a choice of the remaining rewards, and so on through the list.

Each contestant failing to secure a special reward will be given ten per cent of all the money he or she turns in.

All subscriptions must be paid in advance.

Only new subscribers will be counted.

Renewals by persons whose names were on our subscription list prior to the opening of the contest will not be credited. The *Tribune* will investigate each subscription and if found irregular in any way reserves the right to reject it.

SCRANTON TRIBUNE'S EDUCATIONAL CONTEST

										DAT	E OF	BEPIR	ATION						
NAME OF SUBSCRIPER	STREET AND NUMBER	70WH	CONTESTANT	BRAN	Jone	July An	Sign	ěc.	Bet.	les Sai	PA.	Nor	Apr.	Mag	Jone J.	alp lar	e Sur	04	Sec.
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on the last page appeared the rules of the contest. One of the subscription blanks is shown herewith (No. 1).

As the contestant brought in subscriptions, each coupon and stub was dated and stamped "Paid" with a rubber stamp; the stub, retained by the contestant, served as a receipt. At the same time the contestant's name was No transfers can be made after credit has once been given.

All subscriptions, and the cash to pay for same, must be handed in at the *Tribune* office within the week in which they are secured, so that papers may be sent to the subscribers at once.

Subscriptions must be written on blanks, which may be secured at the Tribune office, or will be sent by mail.

The contest will close promptly at 8 o'clock Saturday evening, August 31.

Contestants were allowed credit for all renewals obtained by them of subscriptions they had originally secured, as the longer a subscriber takes a paper, the more likely he is to continue, and all were carefully posted regarding expirations by means of the following slip, sent out about a week in advance of the date of expiration:

Yours very truly, THE TRIBUNE PUBLISHING COMPANY.

If a subscription expired before a renewal was received from a contestant, the following note circular was filled out and mailed to the subscriber:

THE TRIBUNE PUBLISHING COMPANY.

After the expiration of the contest it was found necessary to continue the notification of expirations in order to avoid misunderstandings. Many who subscribe in this way do not intend to take the paper longer than the time originally paid for, and if it is not stopped they will become angry and refuse to pay, but the following letter disarmed these and not more than ten per cent would order the paper discontinued:

Your subscription to the Scranton Tribune, which was received through one of the contestants in the Tribune's Educational Contest, expired......

We trust that the daily visits of the paper have been a source of pleasure to you, and unless we hear from you to the contrary we will consider that you wish your subscription continued. If you prefer paying in advance you are at liberty to do so at the same rate at which you subscribed, otherwise we will send you a bill at the end of each month at the regular rate.

Yours very truly, The Tribune Publishing Company.

As the contest neared its close the interest became intense, and during the closing week the young people worked day and night, each fearing that some competitor was holding back returns. Beginning with the opening day the standing of the contestants was published daily and every change in position made much of. The rivalry at all times was most friendly, and even at the close there was not the slightest friction. To avoid any possible misunderstanding, the circular given below was sent to each contestant just a few days before the close:

To the Contestants in the Tribune's Educational Contest:

As the end of the contest approaches it will no doubt please you to have a full explanation of the arrangements for the closing day. Not that there is to be any change in the rules, for this is unnecessary, but to avoid any possibility of a misunderstanding we have thought best to address this letter to you.

We will continue to publish in the *Tribune* each day the standing of the contestants, but after the issue of Saturday morning, August 31, no further information will be given until the final result is announced on Monday morning, September 2.

Returns will be received at the office of the *Tribune* until 8 o'clock p.m., Saturday, August 31, but do not delay bringing in your last points until an hour dangerously close to the end, as no returns will be accepted from the contestants (except those who make returns by mail) who are not in the office at the first stroke of 8 o'clock, as told by the courthouse clock.

Contestants will be required to make their returns regardless of the standing of others at the moment, and the number of points any one may have registered during the day will in no case be disclosed prior to the final announcement.

Contestants who send returns by mail will be credited for all that bear a postmark at the postoffice of deposit of 8 P.M. or earlier. In this connection it is important to notice that letters left at the postoffice are frequently not postmarked at once, and it will be necessary to ascertain just

how long before the hour of 8 a letter should be deposited in order to insure its being properly stamped.

In case of ties, the one who succeeds in first scoring the number of points will have a first choice of a special reward. The hour of making the return at the *Tribune* office or the postmark will decide.

From now until the close it is advisable to make returns promptly and thus avoid confusion and possible errors on the last day.

It will be impossible to make a definite announcement Saturday evening, as returns made by mail might materially change the result. It will also be necessary to examine each subscription to see if it is not a renewal of some person who is already on our books. This rule seems to be clearly understood and there will probably be no trouble in this respect.

Thanking you for your continued interest and earnest efforts in the Tribune's Educational Contest, and wishing you the success you merit, we beg to remain.

Cordially yours,

THE TRIBUNE PUBLISHING COMPANY.

Nearly every contestant worked until the last minute of the contest. Over \$1,000 was received during the last hour, and it was with great difficulty that the large number of new subscribers were properly served with the Monday morning issue.

Next month other contests will be described.

MEETING OF WISCONSIN PUBLISHERS.

What the fifty-sixth annual meeting of the Wisconsin Press Association, which was held at Superior, June 28, 29 and 30, lacked in numbers it made up in enthusiasm. Superior being located at the extreme northern point of the State, it was a long jaunt for some of the publishers, particularly as railroad transportation was not available, and as a consequence the attendance was materially affected.

One of the greatest problems of State press associations is the devising of means for keeping the members interested and assuring their attendance at the meetings. With this object in view the Wisconsin association revised its by-laws, reducing the amount of dues to those members who maintain a continuous membership for a number of years. The regular annual dues are \$2; after five years of continuous membership the rate is made \$1.75, after ten years it will be \$1.50, after fifteen years \$1, and after twenty-five years honorary membership is conferred. The object of this revision is, of course, a commendable one, but it is doubtful if the saving of 25 or 50 cents a year will prevent a member from losing interest if he has an inclination in that direction.

Another important action of the association was the appointment of a legislative committee, whose duty it will be to attend the meetings of the legislature in the interest of the newspapers and to use their influence in procuring the passage of favorable legislation and in the prevention of the enactment of unfavorable laws. This action was brought about through the results secured by three newspaper men who acted in a like capacity, although unofficially, at last winter's session.

In the papers which were read and in the discussions which followed there was much of real practical help. One matter which was emphasized was the importance of a publisher being able to write advertisements for his local merchants. Many a contract has been secured through the presenting to the prospective advertiser the proof of his advertisement already in type.

The Superior Commercial Club, under the direction of its secretary, J. C. Bertrand, was the host of the meeting, and displayed Superior to the visitors from land and water, by daylight and electric light. There were boat rides, automobile rides, and a very successful banquet. The club also offered a series of cash prizes, with \$100 heading the list, for the best published description of Superior and its attractions.

Most of the officers were reëlected, the revised list being

as follows: President, George F. Cooper, Badger State Banner, Black River Falls; vice-presidents: Will K. Davis, Milton; H. A. Whipple, Waterloo; J. H. Frazier, Viola; C. A. Booth, Milwaukee; C. W. Fraser, Menomonee Falls; Adelaide King, Waupun; L. B. Squier, Tomah; Hattie Moberg, Amherst; H. W. Meyer, Appleton; E. J. Scott, Shawano; A. C. Chase, Colfax; secretary, F. E. Andrews,

of a Magazine"; Ralph Estep, advertising manager of the Packard Motor Car Company, Cleveland, Ohio, "The Artistic Side of Advertising"; William Thompson, president of the Kalamazoo Stove Company, Kalamazoo, Michigan, "The Man Who Pays the Bills"; James Schermerhorn, editor Detroit Times, Detroit, Michigan, "Up-stairs and Down-stairs"; Capt. C. C. Healey, captain mounted



President and Mrs. Cooper.



Toastmaster Murphy, proprietor of the Superior Telegram.



Cassius L. Coward, publisher of the Lodi Enterprise (on the right).



Two convention mascots.

SCENES ATTENDING MEETING OF WISCONSIN PRESS ASSOCIATION.

Advance, Bloomer; treasurer, Cassius L. Coward, Enterprise, Lodi. Executive committee: W. H. Bridgman, Stanley; O. F. Roessler, Jefferson; F. R. Huth, Grantsburg; W. K. Davis, Milton; G. A. Markham, Independence.

PRINTERS AND PRINTING AT AD. MEN'S MEETING.

Advertisers are paying more and more attention to the quality of their printing. As a consequence, that subject has a big place on the program for the fifth annual convention of the Associated Advertising Clubs of America, which will be held in Louisville on August 25, 26 and 27. The convention as a whole will treat of nearly every phase of the advertising problem, and in doing so will emphasize the function of the printer.

Among the talks directly bearing on the matter will be addresses by W. A. Ferree, of the Buxton & Skinner Stationery Company, St. Louis, on "The Value of Printing Arrangement in Copy," and Ingalls Kimball, of New York, founder and director of the Cheltenham Press and the Cheltenham Advertising Service, on "The Printing Art in Advertising."

The other speakers, with their subjects, will be: Frank Van Camp, president of the Van Camp Packing Company, Indianapolis, Ind., "Advertising, What It Is and Its Effect Upon the Consumer"; Louis Sourlock, president of the Provident Land Company, Kansas City, Missouri, "The Legal Responsibility of an Advertiser"; St. Elmo Massengale, president of the Massengale Advertising Company, Atlanta, Georgia, "Advertising in the South"; Arthur Hawkes, superintendent of the department of publicities and industries, Canadian Northern Railway, Toronto, Canada, "The National that Advertises"; Hugh Chalmers, president, Chalmers-Detroit Motor Car Company, Detroit, Michigan, "Salesmanship and Its Relation to Advertising"; S. S. McClure, of McClure's Magazine, "The Making

police, Chicago, Illinois, "The Proper Policing of a City a Valuable Advertising Asset."

During the proceedings the delegates will be the guests of the Louisville *Courier-Journal*, when they will hear from Bruce Haldeman and Henry Watterson.

As for amusement, it is sufficient to remember the convention is to be held in Louisville, and Louisville is in Kentucky, where robust Southern hospitality blends delightfully with the Western idea of hustle. The committee says, "Fear not the thermometer, for the delegates will either be high up, where it is cool, or close to the river."

DUMMY DAY.

BY T. C. O'DONNELL.

The dummy day has come again,
The saddest of the week;
With paste-pot, shears, with gushing tears,
I slash and paste, too mad to speak.

With galleys due in sad array
I garland desk and floor;
I slash and paste, in feverish haste,
But still the "devil" calls for "More!"

A dozen duns I turn away, Subscriptions likewise three or four, For dummy day "lows take nor pay, Nor dinner, for the "devil" calls for "More!"

But when the dews begin to fall,
When Sol in solitude drops deep,
My dummy done, I homeward run,
Too tired to dine, too mad to speak.

THE IDEA!

Mistress — "Certainly, not, Norah; we always pay cash!" — Christian Work and Evangelist.

THE TRADE'S GREATEST ORGANIZATION.

It is said three hundred delegates will attend the forthcoming convention of the International Typographical Union, which will meet at St. Joseph, Missouri, on August 9 to 14. If these same delegates are doing their duty toward their beloved constituents, they are poring over the officers' reports, which cover 181 61/2 by 53/4 inch pages of nonpareil. Embryo statesmen who are acquainted with the history of their organization will find the reading not merely interesting but inspiring, perhaps imparting a flavor of exaltation to some of the more ardent natures. The information conveyed in these reports is probably the most remarkable ever submitted to an American trade union of mature age and acknowledged standing. Young organizations in periods of prosperity may have shown greater increases in membership, but none has attempted to deal with such a diversity of activities. From President Lynch's opening paragraphs, wherein he tersely outlines the progress of the year to Secretary-Treasurer Hays' significant complaint that \$261,945.73 is too small a sum for the local unions to have in their treasuries, the reports breathe satisfaction with the past and confidence in the future. After a few words of formal greeting, President Lynch sounds the key-note in this clarionlike style:

"We have progressed; the International Typographical Union is stronger at every point than it was one year ago. Our policies are gradually claiming the attention and receiving the commendation of all who are interested in the trade-union movement, and even hostile employers are reluctantly compelled to admit that the International Typographical Union is rapidly becoming a model organization.

"During the year our members have been quite generally employed, owing to the steady increase in patronage of union offices, although the contrary has been true as to the nonunion offices. In the main I attribute this prosperity of the union office and permanency of employment for our membership to the aggressiveness of the label campaign, so persistently conducted from international headquarters, and so loyally assisted and furthered by local unions, acting through their local label committees.

"The pension assessment shows that our membership has earned during the fiscal year about \$40,500,000, and this is indisputable proof of the quite general employment of the union printers and the permanency of that employment.

"Our pension venture has worked out better than the most optimistic pension supporter had hoped for.

"Our technical-education proposition is rapidly ingratiating itself in the esteem and support of the membership.

"The Union Printers' Home at Colorado Springs is in

good condition.

"Our organization work goes on with gratifying results. In this respect we go neither too fast nor too slow.

"Sanitary conditions in composing-rooms have steadily improved.

"We obtained a high place in the general campaign against the great white plague.

"We have been associated with all movements having for their object a betterment of the condition of the toilers of the country.

"The label campaign has been auspiciously inaugurated, and contains promise of much greater results as it is gradually developed and its possibilities unfold.

"At the convention of the American Federation of Labor in November of last year the International Typographical Union was one of the few organizations showing a gain in membership, notwithstanding the panic conditions.

"The average membership for the year is 44,921.

"We paid per capita tax to the American Federation of Labor for the month of March on 48,246 members; April, 45,636 members; May, 49,966 members. The total membership taken from the quarterly reports on April 3 was 47,174.

"Our finances are in a good condition, and we hope during the coming year to make a gain in this respect, as we do not anticipate that the calls from local unions will be near as heavy as they have been for the past two or three years."

Mr. Lynch insists that the agreement with the publishers' association has been productive of good in increasing earning capacity and in maintaining peace, and defines his attitude on strikes and employers' associations as follows:

"I am opposed to strikes. I have always opposed the strike, and I have sought a settlement in every instance



"HITCHING UP."

where trouble did occur through every channel that offered, before the strike was resorted to. But I am not one of those who would abandon the strike as the last weapon in the hands of organized labor. Where the employers, through their associations, are fair; where they indicate a desire to enter into agreements under which industrial disputes can be adjusted in a manner that gives both the employer and employee equal opportunities in the settlement, then I am for that policy of conciliation, arbitration, or adjustment. On the other hand, where associations of employers evince the disposition and manifest the tactics that were so conspicuously indicated by the Typothetæ when in the full enjoyment of its greatest power, when all overtures toward peace were rejected, then I am for battle, and a battle to a successful end for the union, despite the sacrifices that may be called for and the treasure that may be expended."

For the first time in the history of the organization the executive council makes a report, and the subject of great-

est general interest dealt with relates to insurance or burial benefits. President Lynch and the council are in favor of the adoption of a change in this respect. There has been considerable discussion of the subject among the members, but the council agrees that it does not know the temper of the membership, and asks the convention to submit the question to a popular vote. It is estimated that a straight \$1,000 benefit would cost each member \$12 a year and that a graded benefit ranging from \$200 (for six-month and over members) to \$500 for (five-year and over members) would cost \$7.20 a year.

Mr. Lynch is opposed to any amendments to the old-age pension fund that would increase its burdens or decrease its revenues, believing that, in face of the experience of British organizations having such features, caution should be exercised.

The executive council opposes moving headquarters from Indianapolis to University City, a suburb of St. Louis. President Lynch agrees with this and goes a step farther, suggesting that the Hoosier capital be selected as a permanent convention city, reasoning that if those gatherings became purely business assemblages they would not be held so frequently and the money expended could be devoted to other union work.

Mr. Lynch cites instances tending to prove that the label campaign has diverted work into union offices and prophesies that as the campaign grows older and becomes better systematized the printers will "have the best organized, result-producing label movement on the continent."

Stress is laid on the better-health campaign, which has been a marked feature of President Lynch's work. Of this he says: "We are gradually creating a better sentiment that is reaching the employer, and is having its effect on old composing-rooms and in sanitary features in new composing-rooms. If the employer will not put his composing-room on a sanitary basis, then our unions will be justified in making particular scales for these exceptionally unhealthful composing-rooms, scales materially higher than those that apply to the modern, healthful and up-to-date composing-room."

A glimpse of the work attached to the presidency is found in the statement of mail matter issued, which included 37,896 official communications, 24,437 circulars and 3,799 packages.

The delegate-elect or plain member who loves figures can revel in them to his heart's content in Mr. Hays' report. The total receipts for the year were \$478,773.95 and the expenditures \$458,061.73. This brings the balance in the international treasury to the tidy sum of \$258,728.47, which, with the \$261,945.73 in local treasuries, leaves the typographical union as a whole with \$520,674.20 as cash in hand. From August, 1908, to May, 1909, \$67,580 has been disbursed in pensions; during the fiscal year \$72,598.94 was spent on the home, \$38,175 for burial benefits, and local unions received for strike benefits and special assistance, \$116,468.67. Secretary-Treasurer Hays reports that a total of 84,715 pieces of mail and express matter were sent out from his office during the year, classified as follows: Typewritten letters, 38,297; postal cards, 10,593; papers (exclusive of those mailed by printer), 11,186; organizing literature, packages, 1,294; supplies, packages, 6,948; miscellaneous (receipts, circulars, etc.), 15,072; by express, 1,325 packages.

If you save money, you're a grouch; if you spend it, you're a loafer. If you get it, you're a grafter; if you don't get it, you're a bum — so what's the use? — Pittsburg Dispatch.

CONVENTION OF PRESSMEN'S UNION.

President Berry wielded the gavel over 186 delegates, representing 103 unions, at the twenty-first annual convention of the International Printing Pressmen's Union, held at Omaha, Nebraska, during the last week of June. The officers' reports showed the organization to be in good condition. The president referred to this in his address and Secretary-Treasurer McMullen reported receipts of more than \$433,000, with a balance on hand of \$96,530. Of the expenditures \$13,523 was paid for death benefits and \$273,050 to defray strike and organization expenses. The same authority tells us:

"The total membership is 19,692, an increase for the year of 24 members. The web pressmen, cylinder and platen pressmen show an increase in membership; the feeders a decrease; the web pressmen from 2,280 to 2,561, a total increase of 281; cylinder and platen pressmen, from 8,509 to 9,222, an increase of 713; assistants and feeders, a decrease from 8,879 to 7,909, a decrease of 770. The total number of subordinate unions, 278, of which 74 are mixed unions composed of pressmen and feeders, 121 of cylinder and platen pressmen, 31 of web pressmen, 50 of assistants and feeders, one of platen pressmen and one of job-press feeders."

The first and second days of the convention were spent in listening to addresses of welcome, appointing the committee on credentials, disposing of its report, receiving resolutions and nominating officers. There was no opposition to the principal officials, and the election on the third day showed that Peter J. Dobbs, of Brooklyn, was reëlected first vice-president by 136 to 45 votes, the number received by his opponent, Frank R. Wilke, of Milwaukee. It was



FOR THE LADIES.

by 142 to 36 votes that Michael H. Flannery, of Chicago, was reëlected second vice-president, he being opposed by John P. Mines, of New York. The only change in the official family is that Clayton A. Pense, of Chicago, was elected third vice-president by acclamation to succeed Peter J. Breen, of New York, who did not seek reëlection.

Among fragmentary reminders of the eight-hour strike still in the air, is an assessment of one per cent on the earnings of members, and a proposition to call it off was discussed till 127 of the 160-odd delegates present voted to close the debate, when the assessment was ordered continued within the discretion of the officials by a vote of 138 to 29.

The increase in membership during the year was immaterial — 24 — which probably influenced the delegates to authorize the appointment of three extra organizers.

Thanks to the initiative of President Berry, technical education was discussed with some degree of earnestness.

The convention authorized him to appoint a committee of five, "representing the different classes of our business, for the purpose of considering technical education, and devising some plan whereby this work can be inaugurated on a basis of practicability. If, after a careful study of this question, the committee is of the opinion that the work can not be carried on without expense to the International Union, its plan in concrete form shall be referred to referendum." The board of directors is to act in conjunction with this committee. Similar action was taken in reference to tuberculosis. There was bitter complaint about the unsanitary condition of pressrooms, in which voices from New York were loud and heard frequently.

A working arrangement with the machinists' union was entered into. Under its provisions union pressmen are pledged to "use their best efforts" to have all erecting, dismantling and repairing on presses done by union machinists, except in emergencies, when pressmen may attend to repairs. Reciprocally, union machinists will endeavor to see that union pressmen shall operate all presses. The agreement also provides for the coöperation of pressroom employees and machinists until presses are accepted.

Delegates from San Francisco endeavored to commit the union to some stringent job-press rules, but the matter was disposed of by the old device of recommending that local unions "regulate the operation of platen presses not to

exceed the maximum of three machines."

An apprenticeship law was adopted requiring the service of a four-year term as apprentice pressman before an applicant is qualified for membership in a pressmen's union. Registration of apprentices is compulsory, and all time served at presswork is to be accredited to apprentices. A committee of five was appointed to watch the operation of the law and suggest improvements, when the same might be found necessary.

A resolution providing for an increase in the salaries of officials was defeated, the prospective beneficiaries being

among its opponents.

Hereafter subordinate unions must audit books of their fiduciary officers at least twice a year and send reports to headquarters. The local treasurers will also be required to give bond

An elaborate law, evidently modeled on that of the typographical union, provides the machinery for the election of officers by popular vote, which will be the rule hereafter. When elected, they will hold office for two years instead of one year, as has been the custom.

The delegates expressed themselves as being highly pleased with the all-round progress made by the American Pressman, which showed a profit of about \$4,000.

The next place of meeting will be Columbus, Ohio, and the executive officers are: President, George L. Berry, of San Francisco; first vice-president, Peter Dobbs, of Brooklyn, New York; second vice-president, Michael H. Flannery, of Chicago; third vice-president, Clayton A. Pense, of Chicago; secretary-treasurer, Patrick J. McMullen, of Cincinnati.

The headquarters of the organization remains at Cincinnati. There was a fair amount of entertainment and the intellectual side of the gathering was enhanced by speeches by President Francis, of the Printers' League of America; President Lynch, of the International Typographical Union; President Glockling, of the International Brotherhood of Bookbinders; Vice-President Sumner, of the International Stereotypers' and Electrotypers' Union; Vice-President Keppler, of the International Association of Machinists, and Representative H. M. McSwiggan, of the International Flint Glass Workers' Union.

THIRTY-THIRD ANNUAL CONVENTION OF THE UNITED TYPOTHETAE OF AMERICA.

The spirit of constructiveness now animates the United Typothetæ. The old order changes with time. Both employer and employee must see that their interests are common. They have but one source of revenue—the public. The chief interest in the twenty-third convention of the Typothetæ rested upon discussions on how to perfect mechanical methods and how to obtain uniformity of method in collecting and distributing the elements of cost that enter into the manufacture of printing. The convention held its meeting at the Hotel Cadillac, Detroit, Michigan. About two hundred delegates and visitors and a large number of ladies enjoyed the hospitality of the Detroit printers, under the efficient direction of Edward N. Hines and Robert W. Hamilton and a large corps of aides.

On Tuesday evening, July 13, a "smoker" was given as a preliminary in the banquet hall, musical numbers and vaudeville, etc., stimulating the "mixing" spirit.

The convention opened formally on Wednesday at 10 A.M. with an address of welcome by Mayor Breitmeyer and a brief talk by John Trix, president of the Employers' Association of Detroit, on the relations of the business man to the employing printer. That there is a distinction between a business man and a printer must be a disadvantage to the printer. Mr. Trix contended that Detroit, which he declared to be an open-shop town, pays the highest average wage of any city in the country, and welcomed the delegates as fellow workers in the contest for the principles in which his organization is chiefly interested. Mr. E. N. Hines extended the welcome of the Typothetæ and responses were made by Thomas Todd, of Boston, and Robert Middleditch, of New York.

The twenty-third convention was then declared open for the transaction of business. The reports of officers were as follows:

ADDRESS OF PRESIDENT FELL.

In opening the twenty-third annual convention of the United Typothetæ of America, I congratulate you upon the renewed activity and growth of the year just passed. We find, our organization more thoroughly alive to the necessity of the times and more ambitious to relieve conditions in the trade than ever before. We are undoubtedly accomplishing better results for our membership, and the craft in general, than ever in our history. The depression of the last two years has caused the printers of the country to investigate more closely their methods of manufacture and means for various economies in the operation of their plants. Both by correspondence and contact have the various individuals shown their earnest and sincere desire to improve conditions. This feeling has been very manifest during the last year throughout the country.

Our convention in Boston last year recommended several plans for increased work for your officers. A conscientious endeavor has been made to carry these into effect, and while the results have sometimes been disappointing, the general good accomplished has amply repaid our endeavors

in that direction.

We have studied to make membership in our national body mean an active and earnest coöperation. The removal of the details of finance to the secretary's office was a step in this direction, and has proved very satisfactory. We are in closer touch with our membership than was possible under the old conditions. The indifferent and delinquent members have been dropped from the roll, and to-day every man who is a member of the United Typothetæ is thoroughly alive to that fact. Our dues are more promptly paid

and there are fewer delinquents on our list than ever before. In a courteous way it has been made clear to our members that their dues are an obligation to be paid as promptly as any other bills. We have had the most hearty coöperation along these lines from our membership, and we have appreciated this support very much. Our membership has increased considerably in the last year and many of the more important offices have joined with us, being interested in our new activities. The correspondence of our members is now handled promptly, bills are sent out promptly and our collections and applications are carefully looked after. All claims have been satisfactorily adjusted and paid, all bills of our organization are paid in full to July 1 and the treasurer's report will show a comfortable balance in the bank. This is a matter for congratulation, and is due mainly to the activity of the secretary's office, encouraged constantly by our treasurer.

The Bulletin for the last year, I feel, speaks for itself. It has been enlarged and sent out promptly each month, with the result that our members are in touch with conditions in different parts of the country as they never were before; the ideals of our association have been brought to the attention of many manufacturing printers, who are much interested in the work we are undertaking and who are joining from time to time. We feel that our organ at the present time is of great strength and usefulness.

The Winona Trade School has had a very successful year, and our committee in charge of that work will supply you with further information. It is interesting, however, to note that they graduated one hundred and forty students, chiefly in typography and lithography. The North End Union School, conducted by our members in Boston, has continued to do good work and is no longer an experiment. It can not be too much impressed upon our membership that it is absolutely necessary to educate more apprentices, and the use of these schools will be found to produce excellent results.

Our committee on trade abuses has been active and has conducted a very successful campaign against the printing of envelopes by the Postoffice Department at Washington. We have received the hearty coöperation of many members of both houses. In addition to this, various national organizations have taken the matter up and we feel confident that with renewed activity next fall we will be able to secure the repeal of this very unfair legislation.

The various paper-trade associations and machinery houses have taken an active interest in our endeavor to increase the profits in our trade. They have begun to realize that our success is greatly to their advantage; that a printer in this day who does not look after the details of his manufacturing, use a cost system and obtain a profitable price for his goods is a poor credit risk. At no distant date we believe it will be essential in order to deserve credit from those who sell us that the printer must show his ability to operate his business profitably and successfully. The selling of paper and machinery direct to the consumer and to private plants has been kept constantly before the allied people, and we feel that this is one of the strongest necessities of the present time. The amount of printing which has been absorbed by the private plants and the legitimate profits of the printers which have been given to the consumer who purchases his paper direct are much larger than is generally supposed, and it behooves us to make active efforts to prevent them from increasing. This is not said as a generality. It can only be accomplished by the personal effort of each individual keeping continually at the trade from which he purchases.

With the cooperation of the eastern boards of trade we

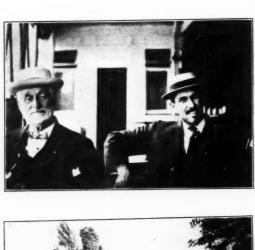
have prepared and distributed two thousand sets of cost systems. While we do not claim that this system is ideal, it is nevertheless workable, and can be adapted to any printing business—large or small. We have also prepared a handbook, giving approximate prices and other valuable information in regard to estimating, for which a small charge has been made. The fact that nearly three hundred copies of this book have been sold within a month after its issue shows its need.

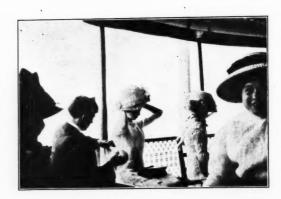
This has been followed up by a stereopticon lecture which has been delivered in many parts of the country to our members and interested printers. There can be no reasonable excuse for our members remaining in ignorance of their cost production. We have placed in their hands carefully prepared material, and they should see to it that it is introduced in their plants. We venture to assert that it will prove the most valuable adjunct that they have ever made to their business. The results will sometimes be surprising and often disappointing. We frequently can not believe that for years we have been doing work of certain kinds at an absolutely net loss. These systems once properly introduced will go a long way toward making our business profitable. We recommend to our successors that this work be continued and enlarged.

Certain recommendations will come before you as to changes in the constitution. We trust that you will give these serious consideration and that they will appeal to you, as they have been found necessary in our work of the last year. Increasing the number of vice-presidents to three is with the idea of making a geographical disposition of these officers, who will then be placed in charge of their respective territories. This, we feel, will place a certain responsibility upon each officer and locality, and can not help but be productive of good.

Representatives from the central office have been on the road practically the entire year visiting our members. They have covered a vast amount of territory. The value of this can not be overestimated. It has interested our isolated members and brought them in closer touch with the objects we are working for. The hearty coöperation of our members in different localities has been of immense assistance in carrying forward our work, and the hospitality which they have extended to our representatives and the time which they have given to arranging meetings have been very much appreciated. Without this valuable assistance it would have been impossible to have accomplished the work we have done.

We know of no reason why the printer's credit should not be as high as the banker's, nor his business as profitable, and this is the object we have set our minds on accomplishing. We feel that the printers of this country are thoroughly alive to the necessity for a change in the conducting of the printing business, and with the hearty cooperation of our members we know that our business can be brought to a profitable level, taking its place with other successful enterprises of this country. We expect to see our trade reach a plane where, instead of the struggle for existence through an active life, ending with the leaving of an indifferent plant for our heirs, the printer of the future shall be able to live as well as any of his neighbors and have a competency for his old age. This can certainly be accomplished if we are faithful to our part. We have the organization in our national body to do this, and if each member will but do his share we shall be surprised to see how quickly it will be accomplished. This is not something for the future, but for the present, and with each one here adding his energy and enthusiasm we will undoubtedly accomplish the desired result.

















SCENES ATTENDING THE U. T. A. CONVENTION, DETROIT, JULY 14-15, 1909.

ADDRESS OF CHAIRMAN OF EXECUTIVE COMMITTEE LEE.

The twenty-third annual convention of the United Typothetæ of America, assembled in this beautiful city of the great West, finds our organization in most healthful condition and well equipped to grapple with the important questions and problems that confront the printer of the present day. The foremost of the problems, to my mind, is the education of the printer as to how he can properly estimate the cost of the work he is producing in his establishment and then through coöperation encourage him to secure a price that will give a living profit. The public as a whole is willing to pay such a profit, but the great variation in prices that he secures from different printers gives him a feeling of distrust and he is in doubt as to what a fair profit is. It is of great importance to the craft that we secure the cooperation of the supply men in this movement to improve the condition of our trade. They should not continue to bolster up concerns that are continually quoting ruinous prices to the customers, by giving long credits and low prices that mean ruin to themselves and many times to their competitors. The selling of machinery and supplies to other than printers has in many instances worked great harm in many localities, by giving local printers unfair competition from manufacturing concerns establishing plants to do their own work. Not having sufficient work to keep their plants busy all seasons of the year, they enter the many times overcrowded field and take work at prices that can not be met by men doing work under conditions they necessarily work under. It is the story of the Government going into the envelope business. It is competition that none of us can meet, for none of the expenses of conducting the business are charged against it and the business is taken at a loss when everything is considered. Your officers have made a good start during the past year to correct these evils, and with the desired support of the printers, through membership in this organization, much can be done to place the printing industry on a good financial basis. The trend of the present day is consolidation and organization, and it does seem that our trade should see the benefit of the latter and be more than ready to support the Typothetæ in the work it is doing in that direction. During the past year your officers have visited many parts of the country and have found the printers generally greatly interested in and fully recognizing the necessity of maintaining the work we are now engaged in. Our finances, as will be seen by our treasurer's report, are in a healthy state. The reduction of dues will be considered at this convention. While I should personally, as would many, prefer to see the present rate maintained for at least three more years, to build up a larger fund. I feel that under the existing conditions it would be the wiser course to make the reduction and trust to the increase of membership that should follow to make up the decrease in revenue from the present members. With sufficient income an office could be established in the West and greatly facilitate the building up and furthering the interests of our organization and the trade by coming in somewhat more frequent contact with local Typothetæ and their members in that section. The Labor Bureau, as heretofore, has been an important part of our work during the past year. This work on the whole is growing in favor with our members and should be continued. It is hoped that the secretaries will be interested in getting together and comparing notes and getting points that will be to their mutual advantage. The success of an organization is largely due to the efficiency of its secretary, and that he not only be greatly interested in his work but influenced by what is doing in other localities. The Bulletin seems to be well received and has had the effect of keeping

our members better informed as to the work of the organization, and it fills a long-felt want. In conclusion, I wish to thank the executive officers, executive committee and members for the many courtesies extended during the past year. With the same support to your officers in the future, there need be no fear for the success of the United Typothetæ of America.

REPORT OF ACTING-SECRETARY HEATH.

The work of the secretary's office, under the direction of the executive committee, during the past ten months, or since the last convention, has been almost wholly devoted to education in cost of production and travel by representatives from the office. Some of the results following the work, with detailed accounts of meetings held in the different cities visited, have been chronicled in the Bulletin, which the members have presumably received and read each month.

- About two thousand sample sets of the cost system compiled by the printers' boards of trade of New York, Philadelphia and Boston, copies of which were distributed among the delegates in Boston last September, have been sent out to printers generally throughout the United States upon request. The system has met with much favor, and has been installed either wholly or in part in many offices — in part where cost systems were already in use and some added forms were found desirable or were used to replace those that did not meet the requirements.

Cost lectures, with stereopticon demonstration of the various forms used in the system, were given in Detroit, Grand Rapids, Peru (Indiana), Cincinnati, Norfolk and Richmond. At Utica the lecture was given without the stereopticon. Under the auspices of the Boston Typothetæ lectures were given in Boston, Springfield and other New England cities, New York city and Montreal. Great interest was shown in the subject, the meetings being well attended by printers, not only members of the United Typothetæ of America, but others who came from cities where the meetings were held and near-by towns. The immediate result of this work is a newly aroused interest in cost of production and a study of the subject much more thorough and with much better understanding than is

A book issued by the secretary's office, based upon schedules in force in the printers' board of trade in Philadelphia, and containing presswork scales and much other valuable information as a sound basis upon which to estimate printing, has been sold to many printing establishments, both in and out of the Typothetæ.

An effort is being made to encourage, as far as possible, the adoption of a nearly uniform estimate blank, the use of some good cost system, and finally, by placing the price-list and general-information book referred to in the hands of as many printers as possible, it is hoped that more regular and well-balanced estimates may result.

The earlier part of the past year was almost exclusively given up to travel by the secretary, the following cities being visited and meetings held: Atlanta, Buffalo, Charlotte, Chicago, Cincinnati, Dallas, Des Moines, Detroit, El Paso, Erie, Fort Wayne, Fort Worth, Galveston, Grand Rapids, Houston, Kalamazoo, Knoxville, Milwaukee, Minneapolis, Mobile, Nashville, New Orleans, Norfolk, Omaha, Peru, Richmond, Rochester, Saginaw, San Antonio, Syracuse, Utica, Washington. Cities visited where no meetings were held: Augusta, Battle Creek, Bay City, Bridgeport, Chillicothe, Cleveland, Columbus, Dayton, Indianapolis, Jackson, Kansas City, Macon, Memphis, New Haven, St. Paul, Sioux Falls, Stamford, Toledo.

New members, including the Utica Typothetæ, have been added to the number of forty-nine; reinstatements of former members, seventeen — a total added membership of sixty-six.

The Bulletin, issued monthly since the Boston convention, has been sent to about eighteen hundred printers in the United States and Canada. It has been well received and undoubtedly tended to revive much of the former interest in the work of the organization. Especially is this true of the cost question and correction of trade abuses, to which much attention has been given. Never before, perhaps, has the printer been so universally awakened to the necessity of knowing what his costs are, and the introduction of cost systems and the careful study made of office records resulting therefrom, with the sincere attempt to adjust prices to meet present conditions, testifies in the strongest manner possible that the labors of the officials of this organization have not been in vain, augmented as they have been by boards of trade, price-making associations and the publicity given through the trade press. That the members of our craft are fully alive to the situation there can be no doubt, and with the assistance offered by our organization the outlook for the future is most encouraging.

There have been no strikes of importance. Incipient strikes were reported from two cities in the membership, but the places made vacant by those who went out were immediately filled. With these trifling exceptions no labor

trouble of any kind has been reported.

The shorter work-day went into effect in many of the offices of our members on January 1, and adjustments to the changed conditions have gone on rapidly with slight shock to the business in general. From eighty-eight cities heard from, thirty-four are working forty-eight hours per week; five are working fifty hours per week; thirty-one are working fifty-four hours per week, and eighteen cities, where no uniform action has been taken, employ help on hours averaging from forty-eight to fifty-four. These are divided as follows:

ieu as follows.	East of	West of	
Forty-eight hours	Pittsburg.	Pittsburg.	
		14	
Fifty hours			
Fifty-four hours		15	
Forty-eight to fifty-four hours	. 5	13	
		-	
	43	45	

The thoroughness and accuracy of the statistical work of the secretary's office depends greatly on the coöperation of the local secretaries, to whom he looks for necessary information. Some of the secretaries, realizing the importance of the work, and taking a real interest in it themselves, are prompt to respond to the various inquiries sent them; others, who from indifference or other reasons fail to comply with the requests sent them from the national headquarters, often neglecting even to acknowledge letters addressed to them, sadly hamper the effectiveness of the work in which we are engaged. This complaint, we find, has been made in nearly every annual report made by the national secretaries in the past. This complaint must not be understood to apply to all local secretaries, however. The organization is to be congratulated upon the possession of officers representing some of the local bodies to whom a great deal of credit is due and to whom the national officers are deeply indebted. To their interest and cheerful cooperation is due much of the success of the secretary's office. Without it his work would lack much in effectiveness. With the combined cooperation of all secretaries the value of the labors of the national headquarters' staff would be to the same extent increased.

It is to be hoped, however, that the plan now being made

to recognize the work of the local secretary by refunding a portion of his expenses to the annual convention and the organization of a secretaries' association will bring into the work active men who will not only be willing but anxious to coöperate in every way possible with the national officers, that the work of the organization may be made of greater value to the craft than ever before.

The convention, at the instance of Isaac H. Blanchard, of New York, sent a telegram to several congressmen, at



Charles P. Soulé, manager American Type Founders Company, Chicago (on right).

Washington, urging their acceptance of Senate paragraph 412, increasing the duty on picture post-cards to \$1.50 per thousand.

The feature of the afternoon session was the address of E. A. Quarles, secretary of the Louisville Typothetæ, being a vigorous denunciation of the evils which have arisen in labor-unionism.

James Henry, of Syracuse, New York, connected with one of the biggest printing concerns of that section, said: "We do not oppose the unions. Some of us, and I am one, have been forced to discard union labor, because the local unions have forced it on us, but we do not object to the principles of unionism, if properly complied with."

Secretary C. W. Heath, of New York, expressed the gratitude of the convention to the local members and citizens in general who were contributing to the success of the meeting and pleasure of the visitors.

The session was followed by a meeting of the secretaries of Typothetæ to perfect a plan of coördinating their work and unifying their system of operations.

In the evening an illustrated lecture on cost accounting was given by Joseph Hayes, of Philadelphia, which was received with interest and followed by an animated discussion.

At the following morning session a resolution was adopted commending the efforts to obtain legislation eliminating consideration of contributory negligence where damage suits are brought by employee against employer. In this the Typothetæ is first of the employers' associations officially to favor such action.

The committee attempting to induce the Government to discontinue the printing and sale of printed envelopes was commended and continued, while to its duties was added that of fighting every form of trade abuse, with especial reference to the discouraging of those firms trading in printing supplies who sell to the consumer.

Other important actions were the reduction of assessment dues from one-half of one per cent to three-tenths and the instruction to the executive committee to appoint an assistant secretary for the western district, with headquarters at Chicago.

Officers elected are: President, E. Lawrence Fell, Philadelphia; first vice-president, Wilson H. Lee, New Haven; second vice-president, George M. Courts, Galveston; third vice-president, H. K. Dean, Grand Rapids; treasurer, A. M. Glossbrenner, Indianapolis; secretary, Franklin W. Heath, Philadelphia.

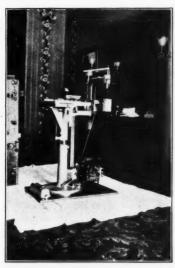
The offices of second and third vice-president were created at this meeting.

The convention completed its business on Thursday. Rochester, New York, will in all probability be the next meeting place.

NOTES.

THE automobile ride given to the visiting ladies through scenic Detroit and the beautiful Belle Isle on Wednesday will make Detroit famous if the ladies sustain the line of talk carried on up to the time of going to press.

THERE is nothing more pleasurable or fascinating than to see a man who knows his business thoroughly creating with the minutest accuracy work that heretofore has been



MILLER SAW-TRIMMER.

attempted imperfectly with toil and waste. Miller, with his saw and trimmer located in a hotel bedroom, showed the perfection of mechanical method. He made brass boxes out of printers' rule, and these souvenirs, "made while you wait," were given from hand to hand with admiring comment. The economy of accuracy breaks slowly on the printers' minds, but Miller is waking them up.

Cost accounting was well ventilated. If there are any crooks and corners the experts have not explored, we may appeal to the meditative Beckett. Interest will not be allowed to flag with Robert S. Denham in the field as a quiet, all-pervading hustler.

THE exhibit of Phil Ruxton, Incorporated, exemplifying the possibilities of the scientific method of using color on printing, and lectures in that connection, with demonstrations by H. G. Maratta, lift this department from the plane of shop tradition to that of applied art — where the ink-maker's art sustains it.

GEORGE J. CARTER, representing the Fuchs & Lang Company, showed what the offset press could do in colorwork, and well sustained his reputation as a jollier.

CHARLIE EVANS, representing the Meisel Press & Manufacturing Company, of Boston, "represented" in an all-pervading way. Like the "helm of Navarre," wherever the crowd was, Charlie was there.

CARL S. HANAU, president of the Auto Paper Feeder Company, of the "Monosheet feed," New York, has visited many far countries and seen many strange peoples, and the way Carl can ring in the merits of the monosheet and hold your attention with his travels has the experience of the solitary guest with the "Ancient Mariner" faded.

PRESIDENT FELL tried hard to escape the honors thrust upon him, and in proportion to his reluctance so waxed the desire of his friends to hold him to the job. That better times and better feeling will come to the entire trade by candor and open discussion of all questions no one will gainsay, and Mr. Fell looks to meet every issue squarely on its merits. The employers should have one organization. Where is the inherent difficulty?

ON Friday afternoon the delegates and visitors made an excursion on the steamer Promise to Bois Blanc Island, where dinner was served. A good band, a fine deck for dancing, pretty girls, gallant secretaries, Phil Ruxton and Luders of the Seybold Company made a combination of unusual excellence.

For persistency in noisemaking Mr. Luders has no superior and few equals, and what Phil Ruxton did only those near him could say. The center of attraction, he was blocked in by admirers, and the steamer had no amphitheater. Mr. Luders demanded cheers for so many things and so many people, institutions, sentiments and ideas, that the cheer for himself exhausted the powers of those who did him honor.

LIKEWISE these notes have exhausted all the space at disposal for this event, but reparation will be made on application and all errors and omissions rectified in future issues.

THE MEETING OF SECRETARIES.

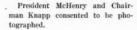
At the Boston convention of the United Typothetæ it was decided to defray the expenses of secretaries attending national conventions, and there was quite a gathering of secretaries of Typothetæ and boards of trade at Detroit. New York, Philadelphia, Boston, Rochester, Cleveland, Buffalo, Winnipeg, Toronto, Montreal, Quebec, Washington and Baltimore were represented. At their meetings discussions of costs and method took up the greater portion of the time. Among those present was Mr. F. I. Ellick, of the Ben Franklin Club, of Chicago, who explained the general work in the cost system of that organization. It was the consensus of opinion that Chicago led in the number of cost systems in operation, and the secretaries decided to visit the Western metropolis some time in the fall to look over the field at close range, when it is expected Secretary Ellick and Chairman Morgan, of the Ben Franklin Club cost committee, will open a school for practical and theoretical instruction

In Doctor Eliot's list of books necessary for the essentials of a liberal education we fail to note the Football Guide for 1909.— *Puck*.

NEW YORK EDITORS IN JOINT SESSION.

Cooperstown, New York, was a busy place during the week beginning July 12, when four organizations of State newspaper men met in joint annual session. The meetings were headed by the New York State Press Association, which was joined by the New York Associated Dailies, the

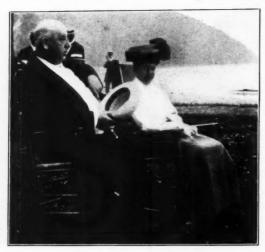






Mr. Sleicher and Mr. Bunnell, the latter Secretary for forty-two consecutive years.

Republican Editorial Association and the Democratic Editorial Association, there being in the neighborhood of two hundred in attendance. The example of the New York State publishers could well be emulated by the editors in other States. The idea of meeting together was unanimously



Ex-President McKinstry and daughter.

declared a great success and the same plan will be followed next year.

The meetings were held in the new O-te-sa-ga Hotel, on the shore of Otsego Lake, said to be "the finest summer hotel in the north." It is a beautiful hotel, beautifully situated, and was an ideal place for the editors to bring their wives and daughters, who were present in large numbers. It was the annual meeting of the New York State Press Association and was declared by many to have been the most enjoyable of all, owing largely to the attractiveness of the hotel and its surroundings.

The business sessions were devoted principally to the reading of papers, there being little discussion. Each session was largely attended and much interest was taken in the proceedings, particularly in the annual address of President McHenry, who made many practical suggestions, and in Secretary Bunnell's report. Mr. Bunnell has been secretary of the association forty-two successive years, never having missed a session, and was reëlected for his forty-third term. He reported that he had succeeded in securing photographs of the forty-five presidents who had held office since the association was organized and stated that he had known all but two of the number, counting them among his personal friends. Mr. Bunnell has had the



Mr. Davidson, the "personal conductor" of a tour of Cooperstown.



Judge Arnold, the genial host at Five-Mile-Point Inn.

photographs grouped and rephotographed, so that the members may have an enduring historical treasure.

The crowning feature of the convention was the banquet, at which President McHenry, who made a most efficient toastmaster, presided. The after-dinner talks were all made by members of the various associations represented, and were of exceptional interest, enlivened by much extemporaneous wit.

The Cooperstown Board of Trade and the local newspaper editors left nothing undone that would add to the pleasure of those in attendance at the meeting, and their entertainment included sightseeing trips about historic old Cooperstown, steamer trips on the lake and a dinner at the Five Mile Point Inn, where the editors were the guests of Judge Lynn J. Arnold.

The next annual joint meeting of the four associations will be held in July at Saratoga Springs, where an even larger attendance is already assured.

New officers of the New York State Press Association were elected as follows: President, W. H. Greenhow, Hornell *Tribune*; vice-presidents: W. J. Pollard, Seneca Falls *Journal*; W. D. McKinstry, Watertown *Times*; E. L. Adams, Marathon *Independent*; G. H. Carley, Coopers-

town Freeman's Journal; W. F. Cook, Canajoharie Courier; secretary and treasurer, A. O. Bunnell, Dansville Advertiser; executive committee: W. O. Greene, Fairport Herald; C. I. Combes, Johnstown Republican; R. L. Forbes, New Rochelle Press; Dr. E. H. Porter, New York Journal of Homeopathy; Gardiner Kline, Amsterdam Recorder.

MASS CONVENTION OF EMPLOYING PRINTERS.

As forecast in The Inland Printer for June, the New York branch of the Printers' League has taken the initiative in calling a mass convention. The invitation seeks the attendance of "all who are in the remotest degree interested in the welfare of the craft." Those desiring more information or intending to accept the invitation are requested to address the secretary of the New York branch of the league—D. W. Gregory, 75 Fifth avenue, New York city. Full text of the call follows:

The league movement, as started in New York, having proven so feasible and so entirely successful both here and in other cities in which it has been put into operation, and the league principles and mode of procedure, embodying the German idea of district joint commissions, trade courts and boards of arbitration, having been so widely copied throughout the United States, it seems only the part of wisdom at this time, when so much for the universal good can be accomplished through organization, to take the necessary steps to form a national association of manufacturers in the printing and allied trades, so that all may unite on a broader, plan of advance than can ever be attained through purely local organizations.

To this end a general convention has been called, to be held in the city of New York, beginning on Thursday, September 23, and continuing to and including Saturday, the 25th. The time and place chosen will



"The Three Twins"; Mr. Potts, of the Troy Times, on the right.

enable delegates to prolong their stay so as to witness the Hudson-Fulton Celebration, which will open on September 25 and continue to October 9, 1909.

It will readily be seen by all of what importance a convention of this kind will prove to the princing industry.

Men of prominence are invited to take part, as the relative value of a strikeless age to economic and civic government is felt and recognized in all walks of life, and this is due to the important position our industry assumes in the commerce of the country.

Every society of employers which is interested in solving the problem of the relation of capital and labor, which recognizes the important place organized labor holds in the business and political life of our country, and which would welcome a closer bond of union for the common good between what have heretofore been warring factions draining through their strife the heart's blood of the printing business, and whose strikes and lock-outs have cost hundreds of millions of dollars, are invited to attend the first annual convention of the National Printers' League of America.

Individuals in cities and towns where as yet no employers' organizations exist are also invited to attend as delegates representing their community, but all who wish to attend the convention should at once signify their desire to do so by letter to the corresponding secretary, whose name appears at the head of this circular letter, and who will issue a card of



Mr. Davidson explaining the historyy of the "dam-marker."

introduction to the delegate, entitling him to participate in the convention. Tickets admitting to all sessions of the convention proper are \$10 for each delegate.

This convention is of such importance that all who are in the most remote degree interested in the welfare of the "arts preservative" are urged to attend and to signify their desire to do so at the earliest possible date.

Very truly yours,

CHARLES FRANCIS, J. F. OLTROGGE, J. WM. WALKER. BENJ. BODEN. WM. H. VAN WART. EDWIN IVES, JOSEPH J. LITTLE, EDWARD CARROLL, JR., HENRY J. HOME. OSWALD MAUNE, T. A. RAISBECK, E. R. RODD. WM. DRISCOLL, JOHN C. MORRISON. J. F. HAVEY, GUSTAVE ZEESE, HENRY BAUER WM. DAVIE. Convention Committee.

NEW USE FOR SOCIETY STATIONERY.

The courtesies and formalities of business are becoming quite as exacting as those of society and of considerable more importance.

A dealer in antiques; whose trade is done largely with the wealthier classes, has taken advantage of this care of the business man to give attention to his social correspondence by sending "cards" to his list in exactly the same form as observed in society. These cards are of the approved proportions and size, and are duly engraved. On the backs, however, he has had written in ink, in a feminine hand, an "Announcement" of a special sale or exhibition. The envelope is addressed in the same hand and bears no mark of identification. To all outward appearances this note comes from a lady in society and is thus assured a personal inspection.— System.

THE HANSENS GO PICNICKING.

A neatly printed program informs us that the employees of the H. C. Hansen Type Foundry, at Boston, held their annual outing at Bass Point, Massachusetts, on July 17. More than one hundred attended the blow-out, and of course they had a good time, as is the custom at Bass Point.

PHOTOENGRAVERS' CONVENTION.

Though all the large cities of the United States and some Canadian centers were represented, the attendance of photoengravers at the Hotel Kaaterskill was not at all what the excellent program merited. The officers of the National Photoengravers' Association decided to make this an educational meeting, and President Stiles and his aides succeeded admirably in realizing their ambition. In addition to the wisdom dispensed by the speakers there was an informing exhibit of labor-saving devices and methods, and all given

to the absentees than to those who attended. During the meeting these papers were read:

"Science and Money in Photoengraving," N. S. Amstutz.

"The Photoengraver and the Printer, from a Business Point of View," J. C. Oswald, editor American Printer.

"Draft System for Collecting Delinquent Accounts," W. T. Weymouth, president, Typo Mercantile Agency.

" Focusing, Old and New," Arthur Fruwirth.

"Photoengraving: A Retrospect and a Look Ahead," Louis Edward Levy.



DINNER TENDERED TO INTERNATIONAL ASSOCIATION OF PHOTOENGRAVERS, AT ELKA PARK, CATSKILL MOUNTAINS, JULY 7, 1909.

in the most delightful environment, with just an ample dash of pleasure.

On the opening day — July 6 — two sessions were held, at which some routine business was disposed of and several addresses delivered. In the evening there was a hayrack ride to Tannersville, which was loudly acclaimed by the lucky participants to be among the distinctly enjoyable affairs of their lives.

A short session on Wednesday morning preceded a visit to the hospitable home of F. Wesel, at Elka Park. Here the party partook of a bountiful lunch, and after inviting infractions of a portion of the tenth commandment by strolling round the grounds, returned to the Kaaterskill. The concluding session on Thursday was devoted to winding up the business of a convention successful in every way except in the point of attendance, which was more hurtful

"Color and Design," Will Bradley, art director, Collier's Weekly.

"A Complete Cost-keeping System," A. W. Rathbun, treasurer, Inland-Walton Engraving Company.

"It is to be regretted that a larger number of photoengravers did not take active interest in this convention," said one of the most successful business men at the Kaaterskill. "It is only by 'rubbing elbows' with others engaged in the trade and interchanging ideas that the photoengraving business as a whole can be improved, and that there is room for improvement we are all painfully aware."

The election of officers resulted in the reëlection of H. C. C. Stiles, of Washington, D. C., as president, and Mr. Bragdon, of Pittsburg, as treasurer. Mr. Heath, of Buffalo, was elected vice-president, and Mr. Brigden, of Toronto, will serve as secretary.

Written for THE INLAND PRINTER.

SUGGESTIONS ON STANDARDIZING BRASS RULE.

BY N. J. WERNER.



N THE INLAND PRINTER of last October, under the caption "Incidents in European Graphic Circles," mention was made of a proposition offered and discussed in a German printers' meeting, having for its object the standardization of brass-rule faces. In my perusal of German printers' journals I have noted that

this topic has not only been further discussed in a number of meetings of German printers' organizations, but a number of articles have been published in the journals favoring the idea and expressing the writers' views as to the details of the normalization. From this I gather that our German brethren look upon the subject as quite an important one. It is one that has had my attention for a number of years—ever since I have had the satisfaction of seeing the ideas

it will be noted that they are quite deficient in gradation, the faces not progressing in width or weight proportionally as the bodies increase in dimension.

Some brass-rule makers agree, upon order, to match any face made which is not upon their regular list, just as the typefounders of the by-gone generation would upon large orders match any body peculiar to some other foundry. But this always entailed extra expense, whether it fell upon the customer or not, and was generally done under more or less protest, and with a bestowal of negative "blessings" upon the lack of a universal system of type-bodies.

The plan for a standard system of rule-faces, as presented in the accompanying table, covers approximate equivalents of all the most-used rules, as shown in the specimen books of the makers. There are other stock rules, more or less ornamental, which might be included, but I believe those here described will suffice for a model upon which to base a standardization.

In numbering rules, for identification purposes both in

eries No.	DESCRIPTION OF FACES.	Bodies of the Rules in Points—and Numbers of Rules Under Each Body.													
NO.		1	11/2*	2	3	4	5	6	8	9	10	12	18	24	
1	Full-face, occupying full width of body.	101	1101	201	301	401	501	601	801	901	1001	1201	1801	240	
2	Single—face 0.2 point wide, in center of body (fine line)	102	1402	202	302	402	502	602	802	902	1002	1202			
3	Single-face 0.4 point wide, in center of body (medium line)	103	1103	203	303	403	503	603	803	903	1003	1203			
4	Single—face 0.6 point wide, in center of body (blunt line)	104	1104	204	304	404	504	604	804	904	1004	1204			
5	Single—face 1 point wide, in center of body			205	305	405	505	605	805						
6	Single—face 0.2 point wide, flush at one edge of body			206	306	406	506	606							
7	Single—face 0.4 point wide, flush at one edge of body			207	307	407	507	607							
8	Single—face 0.6 point wide flush at one edge of hody			208	308	408	508	608							
9	Single—face I point wide, flush at one edge of body. Parallel—both lines 0.2 point wide, flush at edges of body. Parallel—both lines 0.4 point wide, flush at edges of body.			209	309	409	509	609							
10	Parallel-both lines 0.2 point wide, flush at edges of body.			210	310	410	510	610	810	910	1010	1210			
11	Parallel-both lines 0.4 point wide, flush at edges of body.			211	311	411	511	611	811	911	1011				
12					312	412	512	612	812	912	1012				
13	Parallel-both lines 1 point wide, flush at edges of body				313†	413t	513	613	813	913	1013				
14	Parallel—both lines 0.2 point wide, 4-point shoulders at outer sides.				314	414	514	614	814	914	1014				
15	Parallel—both lines 10 point wide, flush at edges of body Parallel—both lines 0.2 point wide, j-point shoulders at outer sides Parallel—both lines 0.4 point wide, j-point shoulders at outer sides.				315	415	515	615	815	915	1015	1215			
16	Parallel—both lines 0.6 point wide, 1-point shoulders at outer sides				316	416	516	616	816	916	1016	1216			
17	Parallel-both lines 1 point wide, 4-point shoulders at outer sides.					417	517	617	817	917	1017	1217			
18	Parallel-both lines 1 of body in face width, flush at edges of body					(‡)	518	618	818	918	1018	1218	1818	24	
19	Parallel-both lines of body in face width, flush at edges of body				(†)	419	519	619	819	919	1019	1219	1819	24	
20	Double—line widths: heavy 1 of body, light 0.2 point: flush at edges of body			220	320	420	520	620	820	920	1020	1220	1820	245	
21	Double—line widths: heavy \(\frac{1}{2}\) of body, light 0.2 point; flush at edges of body. Double—line widths: heavy \(\frac{1}{2}\) of body, light 0.3 point; flush at edges of body.			221	321	421	521	621	821	921	1021	1221	1821	242	
22	Double—line widths: heavy 0.4 of body, light 0.4 point; flush at edges of body. Double—line widths: heavy 0.5 of body, light 0.5 point; flush at edges of body. Double—line widths: same as in series No. 20; 1-point shoulders at outer sides.				322	422	522	622	822	922	1022	1222	1822	242	
23	Double-line widths: heavy 0.5 of body, light 0.5 point: flush at edges of body				323	423	523	623	823	923	1023	1223	1823	242	
24	Double-line widths: same as in series No. 20: 1-point shoulders at outer sides				324	424	524	624	824	924	1024	1224			
25	Double—line widths: same as in series No. 21; 1-point shoulders at outer sides.				325	425	525	625	825	925	1025	1225			
26	Double—line widths: same as in series No. 22; 1-point shoulders at outer sides.					426	526	626	826	926	1026				
27	Double—line widths: same as in series No. 23: 4-point shoulders at outer sides.					227	527	627	827	927	1027	1227			
28	Wave—face 0.2 point wide, in center of body: design repeated every 6 points	128	1128	228	328	428									
29	Wave-face 0.4 point wide, in center of body; design repeated every 6 points.			229	329	429									
30	Wave-face 0.6 point wide, in center of body; design repeated every 6 points.			230	330	430									
31	Dotted-face 0.2 point wide in center of body: 11 points between centers of slits	131	1431	231	331	431									
32	Dotted-face 0.2 point wide, in center of body: 2 points between centers of slits.	132	1132	232	332	432									
33	Dotted—face 0.2 point wide, in center of body: 2 points between centers of slits. Hyphen—face 0.2 point wide, in center of body: 3 points between centers of slits.	100		233	333										
34	Hyphen-face 0.2 point wide, in center of body; 4 points between centers of slits.			234	334										

*Should these numbers for 1½-point rules seem odd, the fraction may be placed at the end.

(†)(‡) The rules that would fill these vacancies would be the same as the rules numbered 313 and 413.

respecting a standard or uniform alignment of type-faces, which had been a hobby of mine for many years, were proving their worth and also their lease upon an endless life. Hence the discussions spoken of as interesting the German printers induce me to dig out from my private manuscripts the plan of a system of standardization which I had worked out about ten years ago, which I had hoped some time to exploit through a brass-rule business of my own—a hope whose realizing requires more capital than I have at command. I now present it for the earnest consideration of our rulemakers.

As printers well know, there is no system in the rules produced by the brass-rule makers of this or any other country, aside from the bodies they come on, these now conforming, of course, to the point system. Nor, except in the fine "single" and "full-face" styles and a few other accidental instances, do the rules of any two makers agree in face. Where rules are shown in series — particularly of "parallel" and "double" faces — in the specimen books,

the catalogues of the makers and in the offices of the printers using them, it goes without saying that there should also be system; also, that all makers should use the same numbers to identify and list similar rules. My table suggests a numbering system which is doubly descriptive. As will be noted, the last two figures of the numbers designate the number of the series, while the one or two figures prefixed designate the body of the rule. Thus, rule No. 602 would be six-point of series No. 2, while rule No. 1214 would be twelve-point of series No. 14. Such a method of numbering has already been successfully applied to the identification of ornaments and borders by some foundries.

A few words as to some of the rules included in my table may serve to make it better understood:

Series No. 2 is the ordinary fine-line single rule, so generally used, and of which the two-point size is the base for the type-face alignment systems of the present day—the so-called "American," "Standard," "Uniform," "Universal." etc.

Series Nos. 3 and 4 are rules more generally used for column, head and "cross" rules, the demand being for a somewhat heavier line than the ordinary single fine-line face.

Series Nos. 14 and 15 (parallel) and 24 and 25 (double) answer the requirements for newspaper head and cross rules. Having shoulders, they stereotype better than rule-faces cut flush at the edges of the body. Job-printers prefer parallel and double rules (especially in panelwork) without shoulders, so they may be joined closely. For them series Nos. 10 to 13 and 18 to 23 are therefore best suited.

Series Nos. 31 and 32 correspond closely to fine-dot or fine-hyphen leaders, while Nos. 33 and 34 have more the effect of wide-hyphen leaders. For general every-day use series No. 32 is without doubt the most desirable, though the taste of some printers will occasionally demand the other dotted or hyphen rules. The width of face (0.2 point) is in each the same as that of the ordinary single rule, No. 2, and makes these rules equally usable in blankwork, in alignment with the modern systematically lining type-faces. Printers not caring to bother too much with one-point leads for justifying to line, will want series Nos. 2 and 32 on two-point and four-point bodies. The twopoint lines easily with the six-point, twelve-point, fourteenpoint, sixteen-point and twenty-four-point type-faces, while the four-point lines easily with the eight-point, tenpoint, eighteen-point and twenty-point type-faces - the justifying material being six-point slugs and two-point leads.

These dotted rules, having their slits divided by multiples of a point, giving respectively eight, six, four and three slits to each twelve points (pica), when being cut into labor-saving lengths, should always be cut at the center of a slit. This would secure neater-looking joints wherever two or more rules are "spliced," a beauty of detail which has ever been neglected and ever been an eye-sore to the typographical critic. The same remark may be made regarding the cutting of labor-saving brass leaders, which have the same fault.

In series Nos. 31 to 34 the width of the slits should be one-third the distance between centers of slits. Thus, in No. 31, where this distance is one and one-half points, the slit should be one-half point wide, while in No. 33, where this distance is three points, the slit should be one point in width. In No. 32 the slit would be two-thirds of a point and in No. 35 it would be one and one-third points wide.

In series Nos. 28, 29 and 30 (wave rules) the waves or swells should be at standardized intervals, and I would fix the distance between the nodes at three points. Then, naturally, when wave rule is cut it should be always cut at a node and not at some part of a swell, as is the usual indiscriminating custom — unavoidable because the waves have now no length definitely based upon the point system. (By "nodes" are meant the central points of the rule, half way between the swells or waves.) Having nodes three points apart, there will be two swells on each side of the rule within every twelve points (or pica). Newspapers using wave rules will prefer series Nos. 29 or 30, while on jobwork No. 28 will look better.

In their discussions of this subject the German printers often refer to the matching of rules with fancy metal corners, a typographic vogue which the American compositor has well-nigh forgotten in these days of plain-rule panels, many of which are made up of such heavy rules as to make the jobs look like funeral notices. We older compositors had the same experience in matching rules with the ornamental corners of which our German confrères complain, and could count ourselves lucky if the foundry

that furnished the corners could also supply rules to use with them. Should the pendulum of taste ever swing back to the ornamental metal corner-pieces (which might not be such an unwelcome reaction from the present somewhat monotonous vogue), let us hope that the troubles of matching be not again with us — to which end a standardization of rule-faces and the cutting of the corner-pieces to conform to the standard rules would be the proper course. For it is to be expected, if the vogue comes once more, that the corners will be of fresh design and new cutting.

NEWSPAPER PRINTED IN BALLOON.

The first newspaper ever printed in a balloon was the Jim Crow edition of the Dayton (Ohio) Journal. It was printed on a hand press in the basket of the balloon Hoosier, which began an aërial voyage from Dayton last week, and was distributed in the various cities and towns over which it sailed. The paper was gotten out under the direction of George R. McClellan, the publisher of the Dayton Journal. The balloon, which had a capacity of eighty thousand cubic feet, left Dayton at 10 o'clock in the morning and reached Indianapolis the next evening.

THE DAYTON JOURNAL On the Balloon Hoosier, June 29, 1909.

JIM CROW EDITION.
Printed in the Air.
(Published by Howard Burba.)

THIRD AND LAST EDITION.

3 P.M. We are now passing seventy-five miles south of Indianapolis. ALL WELL.

SECOND EDITION.

AT 11:40 WE ARE 6,700 FEET HIGH; WE ARE PASSING FRANKLIN GOING SOUTHWEST.

Taking dinner. Speed, 26 miles. 1 o'clock — Shot at by farmer. He missed.

The staff consists of these, who are also the carrier boys: Dr. P. M. Crume, F. G. Carley, B. H. Wendler, L. Custer. Col. George McClellan is chief of the staff and the pressman is Howard L. Burba, the police reporter of the *Journal*.

Keep this copy of the miniature Journal—and remember it is the first paper ever printed above the earth. Weather fair. Get the big Journal for a full account. God bless all of you.

Away, and away, and away—that's the feeling. "Passing here is the Soldiers' Home," said Professor Brumbaugh. "That little thing down there," said McClellan. "Who'd a thought it." The fact was it looked only larger than the face on a postage stamp.

- Editor and Publisher.

WHY?

And why, in the name of Unanswerable Things,

With which we are heavily cursed,

Does a man say: "Enclosed is a clipping, or something"—

And seal up the envelope first? — New York Mail.

ELECTRICITY IN A BOOKBINDERY.*

BY CHARLES CRAIG PHELPS.



N the popular mind the impression prevails that bookbinding is the small end of the printing business—that the typical bookbinder is a man who owns a little shop and ekes out an existence only by continued hard manual labor. A visit to a large modern bindery would quickly dispel this impression and show that

the art of bookbinding has fully kept pace with the progress of the times even to the extent of electrification of many of its tools and appliances.

A typical plant along these lines is that of the J. F. Tapley Company, at 531-535 West Thirty-seventh street, New York. This establishment is electrically equipped throughout with individual motor driving, except in the

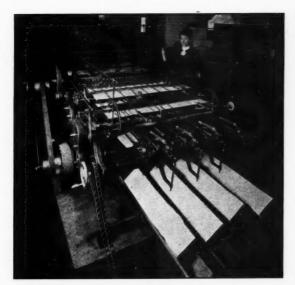


Fig. 1.—An electrically driven folding machine in the Tapley bindery, New York city.

cases of very small machines, and much of what is given in the following paragraphs is based upon what was there seen. Many of the illustrations, too, as will be noted, are interior views of the Tapley plant.

The first operation in bookmaking is the cutting and folding of the printed sheets. Fig. 1 shows a machine which picks up the sheets containing a varying number of pages, cuts them, then folds them to the proper size and finally drops the folders into a trough where they are stacked into bundles of convenient size. This folding machine works automatically with great rapidity and, although the mechanism appears to be very complicated, the ease of manipulation is remarkable. It is belt-driven from a Stanley G. I. open type alternating-current motor. Nearly all the motors in the Tapley works are of the same type and either shunt or compound wound according to the service for which they are intended.

After folding, the pages are either gathered for sewing or are bundled and stored until wanted later. The small bundles from the folder representing sections of volumes can be seen in Fig. 2, ready to be fed to the gathering machine, where with great rapidity as many as thirty-two bunches for sewing. The gathering machine goes through one complete cycle in less than a second, and should any accident occur, such as the failure of a folder to take its

groups can be gathered and arranged simultaneously into



Fig. 2.—An electrically driven gathering machine.

proper place, the machine would automatically stop for the trouble to be corrected.

Fig. 2 strikingly presents the simplicity of general layout to be gained by abolishing the usual overhead shafting and belting, and substituting instead individual motors fed by conduits fastened to the ceiling.



Fig. 3.—An electric bundling press.

Fig. 3 shows how advantage was taken of a peculiar form of machine construction to gain compactness by placing the motor directly under one corner of the machine — a bundler in this case. A belt from the motor screws and

^{*} Reproduced by courtesy of Electrical Record.

unscrews the clamp which compresses the pages into compact form to be tied into bundles.

The Seybold smashing machine, shown in Fig. 4, is remarkable in many ways. It is used to remove the air

Fig. 4.-A smashing press with electric drive.

from between the pages of books and is composed essentially of a massive head, which is automatically adjustable, and a lower jaw on which the books are placed. The lower jaw is raised and lowered by means of the action of a toggle-joint and is capable of putting a pressure of five

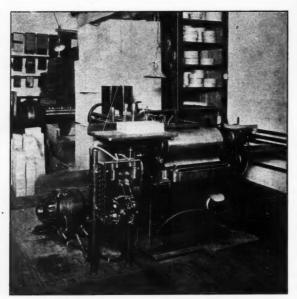


Fig. 7.- Making book-covers by electric power.

tons on the books. The smasher is belt-connected to a five horse-power motor, and has a heavy fly-wheel which gives steady action to the machine.

As the operation of sewing together the various sections of a book requires so little power, individual drive would not here be profitable, so a line shaft under a raised platform is used to run the sewing machines pictured in Fig. 5. An electric motor at one end of the room drives the shaft, and several trap doors in the floor allow easy inspection of the shaft and pulleys.

Trimming machines which are used for trimming the pages down to a uniform size are also driven by electric



Fig. 5.—A gang of book-sewing machines taking power from an electrically driven shaft, running underneath the floor.

motors with intermediate belt connection, the "give" of which helps to prevent the cutters from sticking under a particularly heavy cut.

Fig. 6 shows the machines which shape the unbound books. The sewed and trimmed pages enter the machine in a shapeless form and, after being rolled and pressed, emerge with rounded edges and backs, ready to have the covers attached. The table on the left of the illustration is loaded with formless books ready to enter the shaper and the shaped books are stacked at the sides of the machines.

The manufacture of the cover is by no means the least interesting stage in the evolution of the book. Fig. 7 shows the cover-making mechanism which assembles and glues together, in one operation, the pieces of cardboard and cloth, previously cut to the right size and shape in elec-



Fig. 6.—An electric rounding and backing machine.

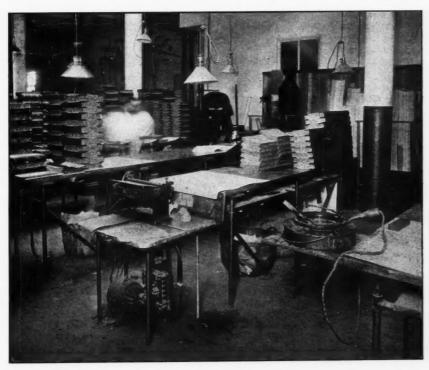


Fig. 8.—A Simplex glue-pot in operation.

trically operated machines. The upper roller is the feeder and the lower one applies glue from a trough to coat the covers. The cardboard back is held in suspension by pneumatic suction while being lifted into place. The suction tubes are made of small rubber tubing, four in number, and are located on the bottom of a swinging arm. The glue is kept liquid by means of an electrically heated coil placed beneath the trough.

Such glue-pots are clean and economical and are much liked by the workmen. The Tapley bindery has a fine equipment of Simplex glue-pots, made by the Simplex Electric Heating Company, of Cambridge, Massachusetts. One of these is shown in Fig. 8, and is so arranged that it can slide under the table when not in use.

Electric heating-plates have been tried on the embossing presses at the Tapley bindery, but so far have not proven satisfactory or economical. The old method of heating the dies by steam or gas flame and cooling by water therefore continues in use and hand power operates the presses.

In the case of gold embossing, a large portion of the gold leaf must be removed as waste by brushing. This is done over a grating through which a strong downward draft of air is induced by an electrically driven centrifugal fan. The air sucks in all the gold particles and delivers them to a receptacle where the gold is afterward recovered.

Leather covers are handled as easily by electric methods as those made of cardboard or paper. Cutting and trimming of morocco is accomplished more quickly and better by electric means than by hand.

Where so much apparatus is in use, repairing and sharpening machines are frequently called into service. A variable speed electric lathe and electric grinding wheels are among the auxiliary apparatus to be found in an electric bindery.

The illumination of a bindery is, of course, best accomplished by electric lighting, and from the nature of the work incandescent lamps best serve the purpose. Many of the cuts here given show how the electric bulbs concentrate the light on the work, where it is most needed.

LABOR'S APPRECIATION OF PUBLIC WORK OF EMPLOYERS.

Governor Deneen, of Illinois, appointed a commission composed of representatives of the manufacturers' association, the trade unions and the public for the purpose of devising laws for the protection of life and limb in the industrial world. The commission's work was concluded by the adoption of its recommendations by the legislature. Labor was represented on the commission by Edwin R. Wright, ex-president of Chicago Typographical Union, who was elected chairman, and Peter W. Collins and William Rossell. They have issued in neat shape a well-printed booklet in which they pay their tribute of appreciation to their colleagues, and from which we quote:

"Gentlemen of the Industrial Commission:

"The representatives of labor on the Illinois Industrial Commission desire to express to the Hon. Charles Piez, the Hon. E. E. Baker and the Hon. P. A. Peterson, representing the employers, our sincere appreciation of their impartial and painstaking service as members of the Illinois Industrial Commission, and to assure them that we are deeply sensible of the services they have rendered to the State.

"It is particularly gratifying to meet with men who, though holding differences of opinion and varied points of view, work in harmony for the common good, men who have not allowed differences of opinion to interfere in any degree with the impartial investigation of conditions surrounding labor or the consideration of remedial legislation necessary for the protection of the health, safety and comfort of the employees of the commonwealth.

"Labor appreciates the work you have done and the worth of the services rendered to the citizens of the State, and, as representatives of labor, we believe that the spirit of fairness manifested by the members of the commission representing the employers emphasizes greatly the value of conference, and a discussion of our problems, to the end that we may find the common ground upon which both sides may stand without the sacrifice of either principle or self-respect.

"We are, therefore, of the opinion that this expression of our esteem is but the simple acknowledgment of the impartial services you have rendered as members of the

Illinois Industrial Commission.

"Likewise we are grateful to those unselfish representatives of the great third interest—the public—who for weeks and months gave of their time and effort that justice might be done the worker. To the Hon. Samuel A. Harper, the Hon. H. B. Favill, M.D., and the Hon. Graham Taylor special credit is due, because theirs was an academic rather than a direct interest in striving for the highest possible standing of protection to our bread-winners.

"Under less favorable circumstances the duty imposed on this section of the commission would have been to hold the balance of power—to act as mediators in an effort toward harmony. Owing to a truly remarkable spirit of harmony and mutual confidence which developed with the first meetings of the commission the division lines were at

once practically abolished.

"In the presence of such men as represented the public much of this spirit of mutual confidence was born—because, in the presence of such gentlemen the evil spirits of sharp practice, undue influence, or mutual distrust would have fled abashed.

"Samuel A. Harper combined the duties of secretary and legal adviser—a difficult position—but his efforts merited and received the unanimous thanks and apprecia-

tion of the commission.

"To the Hon. Edgar T. Davies, chief state factory inspector, more than to any other man, is due the broad scope of the new law. Year after year Mr. Davies has worked along similar lines and offered his measures before the General Assembly. As his efforts failed his determination became the greater, and, like a true enthusiast, he gave the commission the winnowed grain of long-continued effort. Labor owes much to this worthy gentleman.

"The Bureau of Labor Statistics is, of course, a likely place for labor men to look for a friend, and in the secretary, the Hon. David Ross, we were not disappointed. His statistical records and wealth of information as well as a genial personality made him a most welcome addition to

the commission.

"Professor Charles R. Henderson and Professor Commons also contributed to the potpourri of thought and research which we are proud to place before the world as the most comprehensive labor code of the union, if not of the world.

"Respectfully tendered by those favored few, who, for a day. officially represent the hewers of wood and drawers of water of our great commonwealth.

" EDWIN R. WRIGHT,

" PETER W. COLLINS,

"WILLIAM ROSSELL,

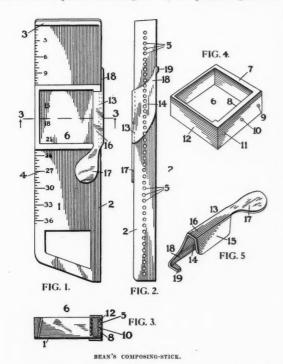
" Committee."

AN APPRECIATIVE AUSTRALIAN.

The "Editorial Notes" of the journal named [THE INLAND PRINTER] are invariably worthy of perusal. Short, pithy paragraphs, pertinent to the printing and allied trades, quite of the style to which Australians have become accustomed through the pages of The Bulletin - no unnecessary language, but a wealth of "meat." A recent issue contained this fragment of solid and sound reasoning, which it would not do the trade as a whole much harm to paste in its individual and collective hat: "It is not merely incumbent on each to get all the work he can at profitable rates, but we should all interest ourselves sufficiently in our customers' affairs to see if they are not overlooking opportunities because of a too sparing use of printers' ink. It is up to the trade to not only do the printing for the public but to create new work." And there is but little doubt that said trade should welcome suggestions such as these with a united and hearty "Hear, hear!" It is by adopting methods such as these that the progressive printer may gradually cast aside the necessity of slavishly following the beaten track of solicitation in order to keep his presses running on unprofitable work, and thus do his share in the process of "ever-widening" the area of consumption while avoiding participation in the "thrusting-down" process, which, in his case, is the lunacy of cutthroat and ruinous competition.— Wimble's Reminder, Sydney, N. S. W.

A NEW COMPOSING-STICK.

A new stick has recently been patented by Sam H. Bean, a practical printer, of Asheville, North Carolina, for which he claims superior advantages. As the patent rights are



for sale, a full description of the device may be given here:

The holes are one pica between centers, the first hole on
the right being one pica from the rim, or edge, to the closed
end of the stick. The holes are nonpareils in diameter.

Pin No. 9 (Fig. 4) is one pica from the right-hand side to the outer surface of wall No. 7. There is a space of eighteen points between pin No. 11 to the outer surface of wall No. 12. When wall No. 7 is next the type, picas can be set; when the slide is reversed so that wall No. 12 is next the type, nonpareils can be set. To get measures other than picas and nonpareils, wall No. 7 can be turned to the bottom, with the pins to the left, walls Nos. 7 and 8 being the same thickness. The slide (Fig. 4) is exactly twelve picas square, the illustration representing a two-inch stick. The slide will always be even picas square to get the half measure on the reverse.

Among the advantages claimed for the new stick are speedy adjustment and absolute accuracy. It can not be used unless the measure is made accurate; it may be set to measures other than picas and nonpareils; all parts can be got at instantly, for cleansing; the stick is very rigid, the clamp working extremely close to the type; the walls are quarter-inch, the top and left walls being narrowed to one-twelfth inch at front. In wide measures, when the stick begins to get heavy, it is easy to hold when starting on a new line, as the ball of the thumb rests on the top wall.

PRINTERS' BASEBALL TOURNAMENT.

J. M. McGowan — known as "Circus" McGowan to the frivolous friends of his ragtime youth — who is the Poohbah in looking after arrangements for the baseball tournament at Chicago, says that everything is in readiness. Success is assured if that distinguished printer and member of Chicago union, Weatherman Moore, will furnish a good brand of weather, and even then the committee has arranged for one rainy day.

Ball will be played on four days, the first game being called at 1 P.M. and the second at 3 when two games are on the board. The schedule is as follows:

Saturday, August 14.—First game, Pittsburg vs. Cincinnati; second game, New York vs. Philadelphia.

Sunday, August 15.— First game, Chicago vs. St. Louis; second game, Boston vs. Washington.

Monday, August 16.—First game, the two Western winners; second game, the two Eastern winners.

Tuesday, August 17 (Game called at 3 P.M.) — The West vs. the East.

Wednesday, August 18, will be a field day at Riverview Park, one of Chicago's great amusement resorts. If one of the games should be postponed it will be played off on this afternoon. Apart altogether from that contingency, the following events will be pulled off for suitable prizes under the supervision of the National Commission: Fifty-yard dash, long-distance throw of baseball, ladies' egg race, thirty-yard dash for fat men (200 pounds minimum weight), one hundred-yard dash, ladies' potato race, time record for circling bases, two wrestling matches and a tug of war between Eastern and Western players. The day's events and the tournament of 1909 will wind up with a dinner at the resort.

HIGHER EDUCATION.

The absent-minded professor returned home one evening, and, after ringing his front doorbell for some time to no effect, heard the maid's voice from the second-story window, "The professor is not in."

"All right," quietly answered the professor; "I'll call again." And he hobbled down the stone steps. — Lippincott's Magazine.



Brief mention of men and events associated with the printing and allied industries will be published under this heading. Items for this department should be sent before the tenth day of the month.

ORGANIZATIONS OF PRINTING AND ALLIED TRADES.

AMERICAN ENVELOPE MANUFACTURERS' ASSOCIATION.— President, Clement L. Clapp, the Sewell-Clapp Manufacturing Co., Chicago, Ill.; Vice-President, C. R. Scudder, the Samuel Cupples Envelope Co., St. Louis, Mo.; Secretary, Fred W. Darris, Buffalo Envelope Company, Buffalo, N. Y.; Treasurer, Benjamin B. McFadden, the Commercial Envelope & Box Company, Binghamton, N. Y.

CHICAGO TRADE PRESS ASSOCIATION.—President, P. D. Francis, The Furniture Journal, 355 Dearborn street; Vice-President, Henry S. Bunting, The Novelty News, 171 Washington street; Secretary, R. A. Halley, Fuel, 1104 Fisher building; Treasurer, Fred D. Porter, National Builder, 358 Dearborn street. Directors: A. H. McQuilkin, The Inland Printer, 120 Sherman street; J. Newton Nind, The Furniture Journal, 355 Dearborn street; C. W. Spofford, The Dry Goods Reporter, 203 Fifth avenue.

NATIONAL EDITORIAL ASSOCIATION OF THE UNITED STATES.—President, Will H. Mayes, Bulletin, Brownwood, Texas; First Vice-President, A. Nevin Pomeroy, Franklin Repository, Chambersburg, Pa.; Second Vice-President, R. E. Dowdell, Advocate, Artesian, S. D.; Third Vice-President, Frederick P. Hall, Daily Journal, Jamestown, N. Y.; Corresponding Secretary, Wm. F. Parrott, Reporter, Waterloo, Jowa; Recording Secretary, R. H. Walker, Democrat, Athens, Ala.; Treasurer, Will Curtis, Star Courier, Kewanee, Ill.; Poet Laureate, W. E. Pabor, Florida Agriculturist, Jacksonville, Fla.; Flag Custodian, C. F. Lehman, Herald, Halletsville, Texas; Editor and Publisher of Official Paper, B. B. Herbert, National Printer-Journalist, Chicago, Ill.

FEDERATION OF TRADE PRESS ASSOCIATION.—President, David Williams, Iron Age, New York city; Vice-President, C. V. Anderson, Root Newspaper Association, St. Louis, Mo.: Secretary-Treasurer, John Clyde Oswald, Imerican Printer, New York city.

UNITED TYPOTHETAE OF AMERICA.—President, E. Lawrence Fell, 518 Ludlow street, Philadelphia, Pa.; First Vice-President, Wilson H. Lee, New Haven, Conn.; Second Vice-President, George M. Courts, Galveston, Texas; Third Vice-President, H. K. Dean, Grand Rapids, Mich.; Treasurer, A. M. Glossbrenner, Indianapolis, Ind.; Secretary, Franklin W. Heath, Bourse building, Philadelphia, Pa.

PRINTERS' LEAGUE OF AMERICA (New York Branch).—President, Charles Francis; Vice-President, J. William Walker; Recording Secretary, William H. Van Wart; Treasurer, B. Peele Willett; Corresponding Secretary, D. W. Gregory, Room 2, 75 Fifth avenue, New York city.

INTERNATIONAL ASSOCIATION OF PHOTOENGRAVERS.— President, H. C. C. Stiles, Maurice Joyce Engraving Company, Washington, D. C.; Vice-President, Thomas Heath, Buffalo, N. V.: Secretary, George Brigden, Toronto, Canada; Treasurer, John C. Bragdon, John C. Bragdon Company, Pitts-

INTERNATIONAL PRINTING PRESSMEN'S AND ASSISTANTS' UNION.—President, George L. Berry, Rooms 702-705 Lyric Theater building, Cincinnati, Ohio; First Vice-President, Peter J. Dobbs, 1065 Bedford avenue, Brooklyn, N. Y.; Second Vice-President, M. H. Flannery, 14 Custom House court, Chicago, Ill.; Third Vice-President, Clayton A. Pense, American office, Chicago, Ill.; Secretary-Treasurer, Patrick J. McMullen, Rooms 702-705 Lyric Theater building, Cincinnati, Ohio.

INTERNATIONAL BROTHERHOOD OF BOOKINDERS.—President and General Organizer, Robert Glockling, 132 Nassau street, New York; First Vice-President, Joseph A. Prout, New York city; Second Vice-President, Miss Rose Kelleher, San Francisco, Cal.; Third Vice-President, Louis Stark, Washington, D. C.; Secretary-Treasurer, James W. Dougherty, 132 Nassau street, New York city; Statistician, Harry G. Kalb, 826 Division street, Indianapolis, Ind.

Indianapons, Ind.

International Photoengravers' Union of North America.— President,
Matthew Woll, 6111 Bishop street, Chicago, Ill.; First Vice-President,
Andrew J. Gallagher, San Francisco, Cal.; Second Vice-President, Edward
J. Shumaker, Pittsburg, Pa.; Third Vice-President, P. J. Brady, New
York, N. Y.; Secretary-Treasurer, Louis A. Schwarz, Philadelphia, Pa.

York, N. Y.; Secretary-Treasurer, Louis A. Schwarz, Philadelphia, Pa. International Strengthyres, and Electrotypers, Union.—President, James J. Freel, 1839 Eighty-fifth street, Brooklyn, N. Y.; Vice-President, J. Fremont Frey, care News, Indianapolis, Ind.; Executive Board, the foregoing, and August D. Robrahn, Chicago, Ill.; M. J. Shea, Washington, D. C.; George W. Williams, Boston, Mass.

Brottlerinton of Wood Exgravers No. 1.—President, William Blandan, 49 La Salle street, Chicago, Ill.; Vice-President, Paul Rau; Recording Secretary, Otto Kuhm; Financial Secretary, Fred Kemmerling; Treasurer, Al Feiss; Sergeant-at-Arms, Harry Stuart.

Al Feiss; Sergeant-at-Arms, Harry Stuart.

Show Printers' Association.— President, Charles W. Jordan, Chicago, president of the Central Show Printing and Engraving Company; Vice-President, James Hennegan, Cincinnati; Treasurer, H. J. Anderson, Cincinnati, Secretary, Clarence E. Runey, Cincinnati.

NATIONAL PAPER TRADE ASSOCIATION.— President, W. F. McQuillen, 138 Federal street, Boston, Mass.; First Vice-President, E. U. Kimbark, 319 Fifth avenue, Chicago, Ill.; Second Vice-President, John Leslie, 301 Fifth street, south, Minneapolis, Minn.; Secretary, Thomas F. Smith, 240 E. Main street, Louisville, Ky.; Treasurer, E. E. Wright, 65 Dunne street, New York city; Recording Secretary, Wm. C. Ridgway, 41 Park Row, New York city.

New York Master Printers' Association.—President, Wm. Kiesling, of the Kiesling Company; Treasurer, Auguste Giraldi, of the Giraldi Company; Secretary, Charles Paulus, The German Savings Bank Building, Fourth avenue and Fourteenth street, New York.

EMPLOYING PRINTERS' ASSOCIATION OF NEW ORLEANS.—President, William Pfaff, of Searcy & Pfaff; Vice-President, Frank P. Hyatt; Secretary-Treasurer, Geo. M. Upton.

BEN FRANKLIN CLUB OF CHICAGO.— President, W. J. Hartman; Vice-President, Wm. A. Grant; Treasurer, Julius C. Kirchner; Secretary, F. I. Ellick, 1327 Monadnock block, Chicago, Ill.

FRANKLIN CLUB OF WISCONSIN.— President, George H. Owen; Vice-President, M. C. Rotier; Treasurer, P. H. Bamford; Secretary, Charles Gillett, 203-204 Montgomery building, Milwaukee, Wis.

Gillett, 203-204 Montgomery building, Milwaukee, Wis.

Employing Printers' Association of Texas.— President, George M.
Courts, Galveston; Treasurer, Robert Clarke, San Antonio; Secretary, Marvin D. Evans, Fort Worth.

Westers Master Printers' Association.— President, Seneca C. Beach, of Mann & Beach, Portland, Ore.; Vice-President, J. M. Anderson, Sacramento, Cal.; Secretary, A. B. Howe, Pioneer Bindery and Printing Co., Tacoma, Wash.; Treasurer, L. Osborne, San Francisco, Cal.; Assistant Secretary, E. R. Reed, Portland, Ore.

ASSOCIATED BILLPOSTERS AND DISTRIBUTORS OF UNITED STATES AND NADA.—President, George L. Chennell, Columbus, Ohio; Vice-President, Stater S. Burton, Richmond, Va.; Treasurer, Clarence U. Philley, St. Leph, Mo.; Secretary, Charles Barnard, Suite 609, Rector building, Chi-CANADA.-Walter & Joseph, 1 cago, Ill.

Franklin Printing Trades Association of San Francisco (an advisory organization composed of employing printers, employees, paper dealers, type-founders, inkmakers, etc.).—President, Charles A. Murdock; vice-president, I. O. Upham; treasurer, Grattan Phillips; secretary, George B. Goodhue, 343 Front street, San Francisco, Cal.; executive committee, George F. Neal, John Kitchen, Jr., Frank Abbott.

PRINTER RESIGNS POLITICAL JOB .- H. W. Jones, State Printer's expert at Springfield, Illinois, has resigned to become manager of the Illinois Lithographing & Label Company, with headquarters at Chicago.

POLYGLOT NEWSPAPER IN CHICAGO .- It is said the United Societies of Chicago - an organization interested in a liberal application of the excise laws --- is going to issue a weekly. At first it will appear in five languages - English, German, Polish, Bohemian and Italian - but the editions will be extended till there are a dozen tongues repre-

WELL-KNOWN PRINTER BECOMES AUTHOR .- Charles J. Schott, of Seattle, has in preparation for the press a treatise on the theory and practice of book imposition. Mr. Schott is a printer of the old school, of thorough training, a former resident of Chicago and St. Paul. It is said his work will discuss the subject from viewpoints heretofore unapproached by any writer in English.

AMATEUR PRESS ASSOCIATION .- The National Amateur Press Association held its thirty-fourth annual convention at the Broadway Central Hotel in New York the first week of July. More than sixty delegates, from all parts of the country, attended. Mrs. Edith B. Miniter, of Boston, was elected president. The Fossil's Cup, for the best amateur publication in 1908, was awarded to Edward C. Cole, of Boston .- Editor and Publisher.

NEW TYPE MEASURE.— Greenwood's multiline gage for printers and users of printing is a comprehensive device for type measurement recently placed on the market. It contains all the gages on one card, with tables and calculations that the printer or estimator needs to have at hand. The card can be adapted to advertising purposes to good advantage. W. W. Greenwood, 2529 Gleason avenue, Los Angeles, California, is the inventor.

A NEW CRAFT IN THE TRADE. The newspaper solicitors of San Francisco have organized a union. It appears to have some difficulty in reaching the publishers, who probably evade a union as an Eastern magnate does a process server, for we note "The Newspaper Solicitors' Union" has requested the central labor body to aid it in securing a conference with the publishers' association to consider a

PRESIDENT FRANCIS EN TOUR .- Charles Francis, president of the Printers' League, accepted an invitation to address the pressmen's convention at Omaha, and took advantage of the opportunity to speak before employing

printers of Chicago and also Chicago Typographical Union, as well as to address meetings of employers in Cincinnati and Indianapolis. It is said that branches of the league will be formed in the two last-named cities.

STEREOTYPERS' AND ELECTROTYPERS' CONVENTION.—While the big printers' organization is meeting at St. Joseph, the smaller though not less effective International Stereotypers' and Electrotypers' union will be holding its convention at Kansas City, Missouri. This organization is in good shape, and probably dominates its trade more thoroughly than any other union in the allied trades, and the officers report that financially and otherwise it is in a flourishing condition.

SECRETARY MCEVOY RETIRED ON PENSION.—At the June meeting of Chicago Typographical Union, No. 16, it was voted to give retiring Secretary McEvoy a pension of \$20 a week. The gentleman is one of the charter members of the organization, and has served it in many capacities, having just relinquished the office of secretary-treasurer after twenty-one years' service. He was born in Ireland, seventy-seven years ago, and is not in the enjoyment of very good health, as all who know him will be sorry to hear.

JOURNEYMEN PHOTOENGRAYERS' CONVENTION.— The International Photoengravers' Union will hold its tenth annual convention at Milwaukee, commencing Tuesday, September 7. President Woll says it bids fair to be the best-attended meeting ever held by the organization. Agreeably to instructions from the membership, the officials promise to report some scheme of technical education, and it is expected that regulations relating to hygienic conditions will consume much time of the convention.

PROMINENT PRINTER SEEKING PREFERMENT.—J. Stearns Cushing, of Boston and Norwood, always prominent in Typothetæ affairs locally and nationally, is seeking a seat in the governor's council of Massachusetts. Referring to his candidacy, the *Christian Science Monitor* says: "Mr. Cushing is past commander of the Ancients. He started in life as a printer's apprentice at 75 cents a day, and is now proprietor of the Norwood Press, publishing five million Bibles a year. Both his paternal grandfather and his maternal grandfather were elected to the executive council."

Novel Wedding in 'Frisco Print-shop.— Mrs. Christina Walsh, who has been operating a Linotype for the last six years at the printing establishment of C. A. Murdock, was married to Donald McPhee on June 6. The ceremony took place near the lock-up stone in the shop, the bride being attended by two members of the force. Besides being the recipient of many presents from the employees, the proofreaders brought in a huge floral tribute, of which Mr. Murdock made the presentation speech.— The Franklin Printer.

THE WHO'S-WHO STYLE OF ADVERTISING.—For his years, Anderson, of Sacramento, is one of the best-known printers on the Pacific coast, which means that he is a good advertiser, one of his latest stunts being to send out a blotter bearing this pen-picture of himself and his shop: "Anderson, Joseph M., Printer and Publisher, 416 J street, Sacramento, California. Established 1891; known then as the Pacific Printing House. His shop is also known as the Josh Foundry, Trouble Emporium and Smile Center. All this is in the printing line. If you wish anything in the line of joshes he will help you out; originality is his strong point. If you are in trouble, go to him; he assimilates it and relieves you of all distressing tribulations. There's a smile for you, whether it's an order for printing or the ask-

ing of a favor. Even in advice, 'The Lord loveth a cheerful giver' — Anderson's advice to all is: 'Have your printing done at 416 J street, Sacramento, California.'"

UNEMPLOYMENT IN LONDON.— The number of signatures on the out-of-work roll of the Society of Compositors is the trade barometer of London. The readings for the early part of July, when about eight hundred men were "signing," are said to indicate a low state of trade. Reports from several other points, however, show improvement. In contrast with London conditions, the officials of New York and Chicago typographical unions report unusual activity in the labor market. They frankly admit they are unable to explain the "why" of it.

CIRCULATION MANAGERS' OFFICERS.—A record attendance distinguished this year's convention of the National Association of Managers of Newspaper Circulation, which met in Cleveland the last June week. There were informing addresses and discussions on how to get and keep circulation by leaders in the business. The official chairs were filled as follows: President, Robert L. McLean, Philadelphia Bulletin; first vice-president, H. E. First, Cincinnati Enquirer; second vice-president, John D. Simmons, Atlanta Journal; secretary and treasurer, Jay R. Taylor, Grand Rapids Press.

Modest Paterson (N. J.) Printers.— The News has completed the printing of the session laws of 1908-9, and the volumes are now being shipped to the State House. This is the earliest date at which the laws have ever been issued. And yet from the time the contract was awarded to the News Printing Company the South Jersey papers have indulged in a continuous howl about the alleged delay. And these uncalled for yawps have been reproduced in newspapers which ought to have known better. The work is like all turned out by the News Office, first-class in every respect, and a credit to the printers and pressmen of Paterson.—Paterson News.

More Daylight Movement Opposed by British Publishers.— There is before the House of Commons a proposed act known as the "daylight-saving bill." Editor Phillips, of the Yorkshire Post, told the lawmakers, at a committee hearing, that the Newspaper Society, which he represented, was opposed to the bill. The evening newspaper men fear the law will operate so as to prevent the publication of sporting news in the regular editions, thereby causing the issue of profitless extras. The morning newspaper publishers are in opposition, because the change in hours will prevent them printing American markets and political speeches of important foreign statesmen in their earlier mail editions.

FRENCH PRINTERS LOOK US OVER.—A party of thirteen printers and publishers landed in New York on June 26, and it was given out they would inspect the larger printing establishments from Quebec and Boston in the north and east to Washington and Seattle in the south and west before returning to France. Anton Oudshoorn, of Paris, who was active in promoting the trip, is with the party, and is accompanied by Louis Baschet, editor of L'Illustration; M. Desfosses and Desfosses, Jr., A. Chatenet and Fred Vernede, all of Paris; Louis Bellenand, of Fontenay aux Rotes; Charles Valin, of Caen; E. Prota, of Macon; Louis Danielfils, of Lille; Paul Brodard, of Coutomniers; Désire Dehon, of Valenciennes; M. Plateau, of Lille, and Felix Zavadski, a Russian newspaper man from Vilna.

BOARD OF ARBITRATION MEETS.— The National Board of Arbitration provided for by the agreement between the American Newspaper Publishers' Association and the International Typographical Union met in Indianapolis on June 1 and continued in session for three days. Several amendments to the agreement and mode of procedure were considered and adopted, and disputes between the publishers and unions of Houston, Butte, Minneapolis, St. Louis and Hamilton, Ontario, were disposed of. The publishers' association was represented by Bruce Haldeman, of the Louisville Courier-Journal; Henry N. Cary, of the St. Louis Republic, and H. N. Kellogg, labor commissioner of the association, while the typographical union's interests were looked after by President Lynch, Vice-President Miller and Secretary-Treasurer Hays.

REAL OCEAN NEWSPAPER SERVICE.—The Atlantic Daily News is the latest venture in daily journalism, and is being printed on twenty-seven steamships which get wireless news from the Marconi Company. Each ship has a staff of one editor and two printers. An editorial staff in New York and one in Europe prepares the news for transmission to their respective stations—at Cape Cod and at Clifden, Ireland. The first two days out from New York the news is supplied from the western end, and the last two from Clifden; on the third day the editor afloat may get his copy from either station or from both. The matter is sent in skeleton form, and it is said makes a good summary of the world's news. The sheet carries advertisements, of course, but it is distributed free to first and second class

PRIZE GARDEN OF PRINTERS' HOME INJURED.— Hail, rain and wind battered and cut to pieces about two-thirds of the plants in the Printers' Home gardens at Colorado Springs, during the prevalence of an electrical storm, and caused damages estimated at \$2,000. When the storm subsided, wreck and ruin were everywhere. Gardener Lowe and his assistants had almost completed their work of decoration and ornamentation, which was commenced about June 1, and in the space of less than one-half hour's time the scene of beauty was transformed into one of destruction. Many weeks, in consequence, will elapse before the gardens can be restored to their former shape and form.— Brooklyn Eagle.

passengers, the steamship companies subsidizing the pub-

AFTERMATH OF PRESIDENTIAL ELECTION. - Frank I. Kidd, president of the typographical union at Washington, D. C., is employed at the Government Printing Office, and supported President Taft last November. Sam De Nedrey, is a so-called labor "leader," who edits the Washington Trades Unionist, has represented the typographical union in the Central Labor union for years and was an ardent supporter of Bryan in the last campaign. This year President Kidd failed to appoint Mr. De Nedrey to the muchcoveted delegateship, which was taken to mean that he was being punished for opposing President Taft. Immediately notice was given to amend the local union's laws so as to provide for the election of delegates to the Central Labor Union. But that could not save the official head of the contumacious De Nedrey. The central union, however, elected him as a delegate-at-large to represent his paper and then made him its secretary. The typographical union protested vigorously against this grotesque action, denouncing it as violative of the principles of unionism. Thus ended the first chapter in a squabble which the Washington Herald implies was an effort on the part of high-up Taftites to discredit unionists who believe in political action.

PARLOUS CONDITION IN GREAT BRITAIN.—"Armed neutrality" is possibly the diplomatic phrase that best explains the relations between employers and employees across the seas. The unification of working hours — which means the entire trade shall be put on an eight-hour or forty-eight-hour week basis — is still "in the air," though employers

now working eight hours are said to be satisfied and would not return to the nine-hour day. The great body of employers refuse to discuss the proposition, which, in turn, is apparently met by the men making more demands on them. Among these is the, to Americans, astonishing one of protesting against the use of indicators on typesetting machines. In such circumstances "demands" of this nature are always misunderstood. President Whitaker, of the Linotype Users' Association, said this complaint was as ridiculous as would be an objection to the use of a counter on a press. A careful regular craft writer, using the pen name "Ouvrier," who makes a specialty of the labor side, says "Mr. Whitaker talked a certain amount of nonsense." "Ouvrier" does not think "there would be objections to the indicator on the Linotype, if it were only made to serve the same purpose as it serves on the press, and suggests that Mr. Whitaker urge the members of his association to use indicators in that way, as "that would solve the whole question." Just what these alleged abuses are we do not recall having seen specified. His critic, however, says Mr. Whitaker "evidently does not know or recognize the real injustice inflicted on the honest compositor by the use certain managements have made" of the indicators.

WOOD & NATHAN TAKE OVER THE UNITYPE.

It is announced that the Unitype Typesetting Machine has been placed in the hands of the Wood & Nathan Company. This will be somewhat of a surprise to the trade, as well as to the makers of other composing machines.

It has been rumored for some time past that remarkable developments were in progress in connection with the Unitype, but it was not suspected that the astute gentlemen who now announce themselves as its sponsors were at work in its behalf.

The keen scent of Messrs. Wood & Nathan for great commercial possibilities, which led them a few years ago to detect the then unknown merits of the Monotype, is a faculty of such precision as to warrant the trade in believing that something of value to the printer is about to occur.

To an inquiry made of Mr. Wood as to whether the Linotype and Monotype machines do not now adequately cover the field, he laughed and replied:

"Wait and see. No field is covered by Tom and Dick so long as money is going to waste that Harry can save," and Mr. Nathan added, "Fashions change with the times.

"For instance, before the panic people could afford more expensive methods of machine composition than they can to-day. But the printer is now on hard pan, his capital is reduced, and in many cases he can no longer afford to fit up as a typefounder for the purpose of doing his composition when recent developments have made a more economical course the far more profitable one.

"We've seen this change coming, and by putting two and two together have produced a condition which every user of straight composition in the country will gladly welcome. I tell you, low cost and good work are the things to-day, and the man who expects to sell machines that are luxuries has sized up the times wrong.

"A low-priced machine having high speed that can turn out first-class work with inexperienced help is what we shall offer the printer, and you may take it from us, if we aren't posted upon the needs of the times nobody else is; that's all"

It looks as if there is an energetic and instructive campaign ahead, for the good judgment and fighting qualities of the gentlemen who have it in charge are proverbial.—

Newspaperdom.



This department is exclusively for paid business announcements of advertisers, and for paid descriptions of articles, machinery and products recently introduced for the use of printers and the printing trades. Responsibility for all statements published hereunder rests upon the advertisers solely.

NEW CALENDAR FIGURES.

Printers who make a specialty of calendar work, and calendar advertising in all its branches, will be interested in the new figures just introduced by the American Type-founders Company, and of which a specimen is shown below.

190	9	At	JGU	ST	19	009
Sun.	Mon.	TUE.	WED.	THU.	FRI.	SAT.
1	2	3	4	(5)	6	7
8	9	10)	(11)	12	13	14)
15	16)	17)	18	19	20	21)
22	23	24)	25)	26	27	28)
29	30	31)	0	0	0	0

This specimen is set in the twelve-point size and the calendar figures are made in six, eight, ten and twelve point. All but the twelve-point are put up in fonts ample to set a twelve-months' calendar. The twelve-point font contains an assortment for six months. All sizes sell at \$1 the font. While chiefly adapted for calendar work, these characters will also find their way into other printing which has previously required the expensive combination of rule and figure work. The newspaper publisher will appreciate their use in running small calendars in the newspaper columns.

NEW SCRIPT TYPE.

The American Type Founders Company is showing two pages of Commercial Script, which can not fail to attract attention. There are always certain requirements which can best be met with script type, and this new face is a legible, bold, direct letter which will be found most acceptable for a great variety of the every-day forms which come to most printing-offices.

"NEW ERA" TYPOGRAPHIC NUMBERING MACHINE.

Attention is called to the announcement in this issue of the new numbering machine recently placed on sale by William A. Force & Co., 188 Monroe street, Chicago, for many years one of the foremost makers of these goods. The "New Era" as it is called, possesses a low plunger, whereby hard rollers may be used with excellent results, an advantage which is said to make this machine preferable to many others. It has an individual unit pawl, allow-

ing of varied printing, and as the case is made to point sizes both as to length and width, having but one screw in its mechanism, the machine can be set in any form of type without the use of extra leads, and locked up securely the same as ordinary type.

The square plunger is made of solid steel, and has no guides or pins. The New Era numbering machine is made in four models, embracing a five-wheel in both forward and backward patterns, and six-wheel in both forward or backward, each numbering consecutively to the full capacity of the machine.

CARD-BOARD EASELS.

A new illustrated price-list of easels manufactured by the Standard Die Cutting Company, of Detroit, Michigan, shows a number of ingenious supports, the result of years of experiment. These are adapted to display cards, etc., which have little or no base on which to stand, and when once set up for display they can not slip or get out of position. The Standard Easels are made in a variety of sizes and shapes, all of which are excellent for their special purpose, and they will support with ease any amount of weight which a show-card will hold. Not the least of the good points of these articles is the convenience of packing and the small space which they occupy when prepared for shipment.

A USEFUL SAMPLE-BOOK.

The Sigmund Ullman Company, of New York, has issued a handsome sample-book of their L N F bond printing-ink. With the idea of producing a complete book, fully in keeping with the character of the ink, they have printed it on Old Hampshire bond, the choicest product of the Hampshire Paper Company, the bond-paper specialists.

The book shows one hundred and thirty-nine effects of red, blue, green, brown, black, as well as various tints, in practically all harmonious combinations on the fifteen colors of Old Hampshire bond.

The printing has been done remarkably well. The register is so perfect that it is difficult to believe that the work was embossed after printing. It looks as though both printing and embossing were done with one impression. The printer is thus given an opportunity to demonstrate samples of work and colors to his customer without loss of time and expense of making special proofs in individual cases.

L N F inks are a series of black and colors, made of special varnishes and pigments, in order to give them the necessary qualifications for perfect printing on bond and linen papers, for which purpose it was formerly difficult, if not impossible, to get the correct inks. They may be printed and embossed afterward, or the embossing may be dispensed with. When embossed, they give results in every respect equal to the far more expensive method of diestamping. They are, in fact, in many ways superior to the die-stamped work, one feature being that whereas diestamped work, especially when heavy, frequently cracks and rubs off, this is not the case with the L N F inks.

With proper workmanship and care, there should be no difficulty for any printer to duplicate the work shown in the book, which is printed and embossed on a platen press, a brass plate being used for embossing, cut sharp and with detail. The brass plates are preferable to zinc etchings, as the latter do not permit of the fineness of detail which should be a feature of the work. Essential factors are a properly made embossing plate, accurate feeding and careful register.

WANT ADVERTISEMENTS.

Prices for this department: 40 cents for each ten words or less; minimum charge, 80 cents. Under "Situations Wanted," 25 cents for each ten words or less; minimum charge, 50 cents. Address to be counted. Price invariably the same whether one or more insertions are taken. Cash must accompany the order to insure insertion in current number. The insertion of ads. received in Chicago later than the 15th of the month preceding publication not guaranteed.

"COST OF PRINTING," by F. W. Baltes, presents a system of accounting which has been in successful operation for many years, is suitable for large or small printing-offices, and is a safeguard against errors, omissions or losses; its use makes it absolutely certain that no work can pass through the office without being charged, and its actual cost in all details shown. 74 pages, 63½ by 10 inches, cloth, \$1.50. THE INLAND PRINTER COMPANY, Chicago.

DRAWING FOR PRINTERS, a practical treatise on the art of designing and illustrating in connection with typography, containing complete instructions, fully illustrated, concerning the art of drawing, for the beginner as well as the more advanced student, by Ernest Knaufft, Editor of The Art Student and Director of the Chautauqua Society of Fine Arts; 240 pages, cloth, 82 postpaid. THE INLAND PRINTER COMPANY, Chicago.

PAPER PURCHASERS' GUIDE, by Edward Siebs. Contains list of all bond, flat, linen, ledger, cover, manila and writing papers carried in stock by Chicago dealers, with full and broken package prices. Every buyer of paper should have one. 25 cents. THE INLAND PRINTER COMPANY.

PRACTICAL FACTS FOR PRINTERS, by Lee A. Riley; just what its name indicates; compiled by a practical man, and said to be the most practical little book ever offered to the trade; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

PRICES FOR PRINTING, by F. W. Baltes. Complete cost system and selling prices. Adapted to any locality. THE INLAND PRINTER COMPANY, Chicago. \$1 by mail.

THE RUBAIYAT OF MIRZA MEM'N, published by Henry Olendorf Shepard, Chicago, is modeled on the Rubaiyat of Omar Khāyyām; the delicate imagery of old Omar has been preserved in this modern Rubaiyat, and there are new gems that give it high place in the estimation of competent critics; as a gift-book nothing is more appropriate; the binding is superb, the text is artistically set on white plate paper, the illustrations are half-tones, from original paintings, hand-tooled; size of books, 7% by 9% inches, art vellum cloth, combination white and purple, or full purple, \$1.50; edition de luxe, red or brown India ooze leather, \$4; pocket edition, 3 by 5%, 76 pages, bound in blue cloth, lettered in gold on front and back, complete in every way except the illustrations, with full explanatory notes and exhaustive index, 50 cents. THE INLAND PRINTER COMPANY, Chicago.

SIMPLEX TYPE COMPUTER, by J. L. Kelman. Tells instantly the number of picas or ems there are in any width, and the number of lines per inch in length of any type, from 5½ to 12 point. Gives accurately and quickly the number of ems contained in any size of composition, either by picas or square inches, in all of the different sizes of body-type, and the nearest approximate weight of metal per 1,000 ems, if set by Linotype or Monotype machine. Price, \$1.50. THE INLAND PRINTER COMPANY, Chicago.

VEST-POCKET MANUAL OF PRINTING, a full and concise explanation of the technical points in the printing trade, for the use of the printer and his patrons; contains rules for punctuation and capitalization, style, marking proof, make-up of book, sizes of books, sizes of the untrimmed leaf, number of words in a square inch, diagrams of imposition, and much other valuable information not always at hand when wanted; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

BUSINESS OPPORTUNITIES.

CASH FOR YOUR BUSINESS OR REAL ESTATE, NO MATTER WHERE located — If you want to buy, sell or exchange any kind of business or real estate, anywhere, at any price, address FRANK P. CLEVELAND, 1217 Adams Express building, Chicago.

FOR SALE — As complete job-printing outfit, equipped for prompt and upto-date office and society stationery, as heart could wish for; established
9 years, commanding cream trade, no incumbrance; elegant opportunity for
first-class artistic printer; would retain small interest until purchaser
becomes acquainted; good growing town of about 8,000 population on
Florida east coast; no time to answer curiosity seekers; price reasonable,
easy terms if backed by proper credentials; other interests demand my full
attention. H 335.

FOR SALE — Weekly newspaper and job plant; power cylinder and job press plant considered the most complete in the State of Washington; located in Walla Walla county, new town; irrigated fruit lands, 3 railroads, and navigation on Columbia River; paper has run 3 months; business has average \$375 per month; reason for selling — has other business in East; price, \$2,500 for plant, \$1,250 for lot and building, or will rent building for \$15 per month; a snap for some one. J. D. SWANSON, owner, 2172 St. Auth av., St. Paul, Minn.

I WOULD LIKE to install electrotype foundry with printing house that can furnish heat and power and \$3,000 or more a year in work; I would do electrotyping for 1½ cents per inch. H 352.

LINOTYPE OPERATOR-MACHINIST will install one or more machines in good office and do contract work, or will establish composition plant with operator in good location, or would accept position of machinist and take charge of composition in first-class plant. GEO. A. JENNINGS, 3619 E. Broad st., Richmond, Va.

NEWSPAPER AND JOB OFFICE in good Indiana town; no competition; price \$550 (less than material cost). HARRY BOWER, Bellefontaine, Ohio.

PERFECTION REMOVABLE BINDER for binding counter slips, bank-checks, etc.; sell one printer in a town. SHUMATE, RAILROAD PRINTER, Lebanon, Indiana.

PRINTERS — You can get the business with Stevens' Redirect Folders; they sell on sight; 100 per cent profit; satisfied customers and repeat orders; the greatest success in the history of advertising; keep your presses busy night and day; print on any size press; send 25 cents for my complete sample outfit of 40 to 50 winners, showing new and striking designs in colors; money refunded upon request; this is absolutely the best proposition in the world; my sample outfit fully equips you to do the business; I send prepaid; don't let 25 cents stand in the way — be the first to get my agency in your town. R. G. STEVENS, 358 Dearborn st., Chicago. orders;

SEND ME A DOLLAR for a scheme I have successfully worked for years; it will go in any community and give you an income of from \$2 to \$6 per day at an expense of your labor and from 25 cents to \$1; it is legitimate and clean, and acts as a mighty good advertisement for future business; if you are not satisfied that it is a good one you get your dollar back. CHAS. H. TRAPP, Topeka, Kan.

THE OPPORTUNITY OF A LIFETIME for a man who can manage and invest in an established profit-paying engraving and electrotyping plant in a large city. H 343.

Publishind.

 $\begin{array}{l} {\rm GRIT+GUMPTION+CASH=Success~in~the~publishing~business.} \quad {\rm Write} \\ {\rm us.} \quad {\rm HARRIS-DIBBLE~COMPANY,~253~Broadway,~New~York~city.} \end{array}$

FOR SALE.

BOOKBINDERS' MACHINERY: rebuilt No. 3 and 4 Smyth book-sewing machines, thoroughly overhauled and in first-class order. JOSEPH E. SMYTH, 11-25 S. Jefferson st., Chicago.

ENTIRELY NEW 11 by 14 Anderson camera and plateholder. H 345.

FOR QUICK SALE — Secondhand cylinder presses (to make space for 2-color presses): Hoe 2-revolution, back delivery, 4 form rollers, bed 43 by 56, form 37 by 50, \$400; Cottrell stop-cylinder, back delivery, 6 form rollers, bed 34 by 48, form 28½ by 43, \$350; Cottrell stop-cylinder, back delivery, 5 form rollers, bed 31 by 42, form 25 by 37, \$300; all the above machines may be seen running; prices boxed; f. o. b. cars. THE LORD BALTIMORE PRESS, Baltimore, Md.

FOR SALE — New Model 5 Mergenthaler Linotype; used few months. Address PORTER & DAVIS, Sherman, Texas.

FOR SALE — One Century Campbell, 39 by 52; one Cottrell rear delivery, 36 by 52; one Morrison "C" stitcher; one C. & P. job press, 8 by 12; one hand toggie proof press, 15 by 22 platen; one Campbell book press, 34 by 50; one 46-in. Dooley cutter; one wood table-saw; one M. Gally Universal press, 13 by 19; all in first-class condition. H 283.

FOR SALE — One Cottrell Perfector press, bed 42 by 64 inches, equipped with Cross feeder and all necessary attachments, in fine condition; now printing two 32-page octavo pamphlets, both sides at one operation; will also sell 7½ H. P. electric motor to drive same; reason for selling — we need a rotary. MARSHALL & BRUCE CO., Nashville, Tenn.

FOR SALE — One 2-revolution, 4-roller, 37 by 52 Campbell cylinder, table distribution, front delivery, with motor, controller and all attachments; set up at present and in good running order; 1,500 per hour; size no longer adapted to our work; what will you give for it? STEWART PRINTING CO., 114-116 Sherman st., Chicago, Ill.

FOR SALE — Two flat-bed Whitlock two-revolution presses, size 43 by 56, with geared table rolls, modern bed motion. FRANK H. DAVIS, 75 Crescent av., North Cambridge, Mass.

FOR SALE—Very complete printing office, consisting of No. 3 Miehle, 14 by 22 Colt's Armory, two 10 by 15 C. & P. Gordons, 32-inch Peerless cutter, Boston wire stitcher, all with motors attached; stones, cabinets, type, etc.; can be seen in operation; in use 18 months; all in first-class condition; will be sold subject to rental lease; moderate amount of cash required. For details, address H 357.

FOR SALE — 5 Calculagraph time-recording clocks; are in good condition. THE PIONEER CO., St. Paul, Minn.

FOR SALE — 28-inch 7-column type-high newspaper stereotype casting-box; half price. H 74.

THREE HICKOK RULING MACHINES, 34-in. cloth, 38-in. beam, with double striker and layboy, at \$300 each. A. F. WANNER & CO., 342 Dearborn st., Chicago, Ill.

GOLD INK is a complete fizzle unless you get the right quality and know how to apply it.

There have been many attempts, but few have succeeded in producing a reliable working gold ink for strictly artistic printing.

OROTYP is a scientifically prepared GOLD INK, made to produce the right effect and permanent user that will stand a most severe test. We want the printers to try a sample of either our LIGHT GOLD, DEEP GOLD, ALUMINUM or COPPER INK. Get the best. It costs you no more than the questionable quality.

THE CANADIAN BRONZE POWDER WORKS
MONTREAL TORONTO VALLEYFIELD

Distributing Agent for United States JAS. H. FURMAN, 36 La Salle St., Chicago, Ill.

HELP WANTED.

Artists.

WANTED — Artist; must be retoucher. Write DES MOINES ENGRAVING CO., Des Moines, Iowa.

Bookbinders.

WANT AT ONCE first-class forwarder and finisher thoroughly competent to take charge of bindery doing all kinds blank-book and county work; steady job. TRIBUNE, Bismarck, N. D.

WANTED — A good binder who understands ruling, forwarding and finishing, to take charge of shop; proper man can make 12 per cent guaranteed investment if desired; good wages; union; western city. H 338.

WANTED.—Finisher for library and periodical binding; must be neat and strictly temperate; all-around man preferred; state experience, age, married or single, wages expected and references; situation permanent if satisfactory. Address WARD BROTHERS, Jacksonville, Ill.

Compositors.

COMPOSITOR AND STONEMAN — Must be experienced; an excellent opportunity for a bright, energetic man in a growing plant; state age, references and salary expected. BARTON & SPOONER, CO., Cornwall-on-Hudson, N. Y.

COMPOSITORS OF ABILITY for high-grade work exclusively; young men; state experience, where worked and salary expected. H 320.

TWO FIRST-CLASS JOB MEN, and one stoneman who is familiar with all classes of catalogue and colorwork; steady positions for the right men; union. H 329.

WANTED — A first-class, tasty commercial printer in a printing-office with 5 platen presses and 2 cylinders; pay from \$18 to \$20 per week to a good, first-class man; open office, 9 hours per day; steady position to the right man. Address I. A. MEDLAR CO., Omaha, Neb.

Foremen, Managers and Superintendents.

FOREMAN for job composing-room; young man with ideas, capable of directing others and having his orders carried out; state experience and salary expected. H 319.

WANTED — A man of artistic ability and practical knowledge of printing who can lay out catalogues, suggest arrangement and superintend the printing; only high-class man considered; Middle West location. H 316.

WANTED — Working foreman (union) for medium-sized job office; a first-class man who can produce modern commercial stationery; I will pay over the scale; steady all the year round; pleasant place to work; good material and plenty of it. S. C. LONGWELL, Fresno, Cal.

Pressmen.

COMPETENT, AMBITIOUS, SOBER pressroom foreman; capable producing highest possible effects; samples of work, including vignetted mechanical subjects and information concerning experience, must accompany application; splendid opportunity for right man; eastern plant. H 346.

HIGH-GRADE PRESSMAN — Must be up on colorwork and capable of handling shop of 11 presses; nothing but high-grade man need apply. H 256.

WANTED -- PLATEN PRESSFEEDERS; \$12 week, 8-hour day. SEAT-TLE MASTER PRINTERS, Seattle, Wash.

Operators and Machinists.

UNION OFFICE, 90 miles outside Chicago, wants Linotype operators, hand compositors and pressmen. Address, with particulars, Chicago office BROWN-COOPER TYPESETTING CO., 358 Dearborn st.

WANTED — MALE PROOFREADER for high-class publication work; must be well educated, practical, accurate, a man of ability who has made a success as an expert proofreader; give age, experience and salary wanted. H 333.

TRAVELING SALESMAN — By first-class house in city of 200,000 in the Middle West, competent traveling salesman familiar with and to sell stationery, printing, lithographing, bank and office supplies; state experience, salary expected, and give references. H 322.

WANTED — Good live salesmen to handle two late improved attachments for job presses, either exclusively or as side line; good open territory. THE IHRIE MANUFACTURING COMPANY, Indianapolis, Ind.

WANTED — Solicitor for printing; practical printer, careful estimator, and well informed on cost of work and stock. F. W. BALTES & COM-PANY, Portland, Ore.

INSTRUCTION.

EMPIRE LINOTYPE SCHOOL, 419 First avenue, New York. Special summer offer: 10 weeks' thorough operator-machinist course, \$60; 6 weeks, \$45. Established 1906; 4 Mergenthaler Linotypes; technical school solely; liberal, thorough, well-balanced course; graduates everywhere; another opening in August. Write for booklet.

LINOTYPE SCHOOL — Six weeks' course, \$50; 12 years' experience. LINOTYPE SCHOOL, 474 East Fifty-fifth st., Chicago, Ill.

THE ECLIPSE KEYBOARD is the most perfect facsimile Mergenthaler keyboard on the market—a Linotype school at home; it has movable spring-steel keys, enamel-painted (exact touch); complete instruction book with illustrations; detachable copyholder; a bell device (that works) announces finish of line; price \$4; sent subject to examination upon receipt of 60 cents for expressage; descriptive circular upon request. ECLIPSE KEYBOARD COMPANY, 117 Bonner st., Dayton, Ohio; Canadian agent, A. E. Moissan, Postoffice Box 1118, Winnipeg, Man., Canada.

THE THALER KEYBOARD is an exact facsimile of regular Mergenthaler keyboard and enables you to acquire keyboard manipulation; 22-page instruction book; bell announces finish of line; copyholder. For home practice. Price, 84. Send for circular. THALER KEYBOARD CO., 505 "P" st., X. W., Washington, D. C.; all agencies Mergenthaler Co., and Parsons Trading Co., London, England, and Sydney, Australia.

MISCELLANEOUS.

COMPOSITORS, ESTIMATORS, OPERATORS — Save valuable time and needless figuring. "Greenwood's Universal Type Measure" measures directly in "thousands" — any size body-type, any width from 10 to 30 picas; also gives number lines per "thousand." Simple, quick, accurate. Postpaid: 2 for 25 cents, 6 for 50 cents. W. W. GREENWOOD, 2529 Gleason av., Los Angeles, Cal.

PASTE WITHOUT FIRE IN THREE MINUTES — Just mix flour and water and add a simple chemical; the stickiest stuff ever made from flour and cheaper than fire paste. Formula 25 cents. Money back if not satis-fied. GEO. FILLER, Colorado, Texas.

SITUATIONS WANTED.

Artists.

COMMERCIAL ARTIST — Line drawing, retouching and general all-round man; steady position. H 336.

Bookbinders.

ALL-AROUND BOOKBINDER with 4 years' experience would like to locate in a Western town; can give references. H 289.

BINDERY FOREMAN, competent in all branches, good executive, esti-mator, wants position. H 340, care New York Office, Inland Printer.

BOOKBINDERY FOREMAN or superintendent; Massachusetts man, all-round experience, used to taking full charge, looking for opening, manufacturing or business end. H 348.

POSITION WANTED by bookbinder as foreman or general workman; first-class, sober, industrious. H 358.

POSITION WANTED — High-grade ruler, forwarder and finisher, who can produce results, wants position with hustling firm; can estimate on all bindery work. H 146.

Compositors.

ALL-AROUND PRINTER wants permanent position; experienced in Linotype, job and newspaper work; no booze or tobacco; non-union; can take charge. H 347.

Engravers.

PHOTOGRAPHER — Half-tone color negatives made direct by new rapid process; single photographic operation for each color; moderate salary. H 250.

Foremen, Managers and Superintendents.

I HAVE BEST POSSIBLE EXPERIENCE in nearly all lines; thoroughly practical printer; manage, superintend, estimate, plan work, sell; will change; references—present employers; secure my services now and be ready for the big business boom this fall. H 486.

PRINTING DESIGNER, not merely a lay-out man, but one familiar with details of high-grade work, and can make practical, easily-read plans and lay-outs; outside, office or plant; open August 15; A-1 references. H 342.

SITUATION WANTED as foreman or assistant; an all-around printer; thorough experience; 25 years old; southwest Texas. H 354.

Miscellaneous.

LADY, familiar with all branches of printing, including office work and binding; 6 years in charge of bindery; city or country. H 356.

Operators and Machinists.

LINOTYPE MACHINIST wants position; state salary. Address MACHINIST, 217 Fourth st., Parkersburg, W. Va.

LINOTYPE MACHINIST OR MACHINIST-OPERATOR wishes to make change, either South or West; best reference, age 35, married, strictly sober, and capable of taking hold of first-class plant or fill position as operator. Address P. O. Box 564, Steubenville, Ohio.

PRESSMAN, A-1 on half-tone and color work, wants steady position as fore-man or assistant foreman; California, Colorado or Texas preferred. H 288.

Stereotypers.

FIRST-CLASS STEREOTYPER with good references wants position as foreman or journeyman. H 67.

WANTED TO PURCHASE.

WANTED — Good secondhand web press for 7-column paper, 8, 10, 12 and 16 pages; must be in good working order, speed about 24,000 per hour and of moderate price. Address J. H. GAMALD, 1186 Forty-third st., Brooklyn, N. Y.

BUSINESS DIRECTORY.

Advertising Novelties of Wood.

AMERICAN MANUFACTURING CONCERN, Jamestown, N. Y., Rulers and

Bookbinders' and Printers' Machinery.

DEXTER FOLDER CO., Pearl River, N. Y. Folding machines, automatic feeders for presses, folders and ruling machines 2-10

Bookbinders' Supplies.

SLADE, HIPP & MELOY, Incpd., 139 Lake st., Chicago. Also paper-box makers' supplies.

Brass-Type Founders.

MISSOURI BRASS-TYPE FOUNDRY CO., Howard and Twenty-second sts., St. Louis, Mo. Exclusive Eastern agents, Keystone Type Foundry, Philadelphia, New York.

Calendar Manufacturers.

NEW LINE of bas-reliefs published by H. E. Smith Co., Indianapolis, Ind. 11-9

Case-Making and Embossing.

SHEPARD, THE H. O., CO., 120-130 Sherman st., Chicago. Write for estimates.

Chase Manufacturers.

BARNHART BROTHERS & SPINDLER, Chicago. Electric-welded steel chases. 7-10

Copper and Zinc Prepared for Half-tone and Zinc Etching.

AMERICAN STEEL & COPPER PLATE CO., THE, 116 Nassau st., New York; 358 Dearborn st., Chicago. Satin-finish plates. 6-10

Cylinder Presses.

BARNHART BROTHERS & SPINDLER, 183-187 Monroe st., Chicago. Babcock drums, two-revolution and fast new presses. Also rebuilt machines. 7-10

Electrotypers and Stereotypers.

McCAFFERTY, H., 141 E. 25th st., New York. 3-1

Electrotypers' and Stereotypers' Machinery.

HOE, R., & CO., New York and London. Manufacturers of printing-presses and materials, electrotypers' and stereotypers' machinery. Chicago offices, 143 Dearborn st. 11-9

Embossers and Engravers - Copper and Steel.

FREUND, WM., & SONS., est. 1865. Steel and copper plate engravers and printers, steel-die makers and embossers. Write for samples and estimates. 45-49 Randolph st., Chicago. (See advt.) 3-10

Embossing Composition.

STEWART'S EMBOSSING BOARD — Easy to use; hardens like iron; 6 by 9 inches; 3 for 40c, 6 for 60c, 12 for \$1, postpaid. THE INLAND PRINTER COMPANY, Chicago.

Embossing Dies.

YOUNG, WM. R., 121-123 N. 6th st., Philadelphia, Pa. Printing and embossing dies, brass, steel, zinc; first-class workmanship. 6-10

Engraving Methods.

ANYBODY CAN MAKE CUTS with my simple transferring and etching process; nice cuts from prints, drawings, photos are easily and quickly made by the unskilled on common sheet zinc; price of process, \$1; all material costs at any drug store about 75 cents. Circulars and specimens for stamp. THOMAS M. DAY, Box 12, Windfall, Ind.

Gummed Papers.

JONES, SAMUEL, & CO., 7 Bridewell place, London, E. C., Eng. Our specialty is noncurling gummed paper. Write for samples. 12-9

Ink Menufecturers.

AMERICAN PRINTING INK CO., 891-899 W. Kinzie st., Chicago. 3-10

RAY, WILLIAM H., PRINTING INK MFG. CO., 735-7-9 E. 9th st., New York. 9-9

ULLMAN-PHILPOTT CO., THE, office and works, 1592 Merwin st., N.-W., Cleveland, Ohio. 9-9

Machinery.

BARNHART BROTHERS & SPINDLER, Chicago. New, rebuilt. 7-10

Mats for Casters.

WESTERN BRASS-TYPE FOUNDRY CO., 3740 Texas av., St. Louis. Mats for caster delivered 10 days from day of order; faultless work. 11-9

Mercantile Agency.

THE TYPO MERCANTILE AGENCY, General Offices, 160 Broadway, New York; Western Office, 184 La Salle st., Chicago. The Trade Agency of the Paper, Book, Stationery, Printing and Publishing Trade. 11-10

Motors and Accessories for Printing Machinery.

SPRAGUE ELECTRIC CO., 527 W. 34th st., New York. Electric equipments for printing-presses and allied machines a specialty. 3-10

WESTINGHOUSE ELECTRIC & MFG. CO., Pittsburg, Pa. 11-9

Paper Cutters.

DEXTER FOLDER CO., Pearl River, N. Y., manufacturers of automatic clamp cutting machines that are powerful, durable and efficient. 2-10

OSWEGO MACHINE WORKS, Oswego, New York; makers of the best in cutting machines. The Brown & Carver complete line. 4-10

SHNIEDEWEND, PAUL, & CO., Chicago. 7-10

Photoengravers.

BLOMGREN BROTHERS & CO., 76-82 Sherman st., Chicago. Photo, halftone, wood engraving and electrotyping. 11-9

INLAND-WALTON ENGRAVING CO., THE, illustrators, engravers and electrotypers; 3-color process plates. 120-130 Sherman st., Chicago. 12-9

THE FRANKLIN CO., 346-350 Dearborn st., Chicago. Photoengravers and

Photoengravers' and Printers' Proof Presses.

SHNIEDEWEND, PAUL, & CO., Chicago.

7-10

Photoendravers' Screens.

LEVY, MAX, Wayne av. and Berkeley st., Wayne Junction, Philadelphia, Pa. 3-10

Presses.

GOSS PRINTING PRESS CO., 16th st. and Ashland av., Chicago, manufacturers newspaper perfecting presses and special rotary printing machinery.

HOE, R., & CO., New York and London. Manufacturers of printing-presses and materials, electrotypers' and stereotypers' machinery. Chicago office, 143 Dearborn st.

THOMSON, JOHN, PRESS CO., 253 Broadway, New York; Fisher bldg., Chicago; factory, Long Island City. N. Y. 10-9

Printers' Rollers and Roller Composition.

BINGHAM BROTHERS COMPANY, 406 Pearl st., New York; also 413 Commerce st., Philadelphia, 10-9

BINGHAM'S, SAM'L, SON MFG. CO., 195-207 S. Canal st., Chicago; also 514-516 Clark av., St. Louis; First av. and Ross st., Pittsburg; 507-509 Broadway, Kansas City; 52-54 S. Forsythe st., Atlanta, Ga.; 151-153 Kentucky av., Indianapolis; 675 Elm st., Dallas, Tex.; 135 Michigan st., Milwaukee, Wis.

BUCKIE PRINTERS' ROLLER CO., 396-398 S. Clark st., Chicago; Detroit, Mich.; St. Paul, Minn.; printers' rollers and tablet composition. 6-10

MILWAUKEE PRINTERS' ROLLER CO., 372 Milwaukee st., Milwaukee, Wis. Printers' rollers and tablet composition. 11-9

WILD & STEVENS, INC., 5 Purchase st., cor. High, Boston, Mass. Established 1859.

Printers' Supplies.

BARNHART BROTHERS & SPINDLER, 183-187 Monroe st., Chicago. 7-10

Rubber Stamps, Etc.

SUPERIOR SEAL & STAMP CO., 52 Woodward av., Detroit, Mich. Seals stencils, rubber stamps, die sinking, checks, plates, inks, numbering machines, ticket punches.

Stereotyping Outfits.

A COLD SIMPLEX STEREOTYPING OUTFIT, \$17 and up, produces the finest book and job plates, and your type is not in danger of being ruined by heat; simple, better, quicker, safer, easier on the type, and costs no more than papier-maché; also two engraving methods costing only \$5 with materials, by which engraved plates are east in stereo metal from drawings made on cardboard; "Ready-to-use" cold matrix sheets, \$1. HENRY KAHRS, 240 E. 33 st., New York city.

Typefounders.

AMERICAN TYPEFOUNDERS CO., original designs, greatest output, most complete selection. Dealer in wood type, printing machinery and printers' supplies of all kinds. Send to nearest house for latest type specimens. Houses — Boston, New York, Philadelphia, Baltimore, Richmond, Buffalo, Pittsburg, Cleveland, Cincinnati, St. Louis, Chicago, Kansas City, Indianapolis, Denver, Los Angeles, San Francisco, Portland, Spokane, Seattle, Vancouver.

8-9

BARNHART BROTHERS & SPINDLER, Chicago. Superior copper-mixed type. 7-10

HANSEN, H. C., TYPE FOUNDRY (established 1872), 190-192 Congress st., Boston; 43 Center st. and 15 Elm st., New York. 10-9

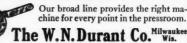
INLAND TYPE FOUNDRY, Standard line type and printers' supplies. St. Louis, New York, Chicago and Philadelphia. 9-9

WILL YOU GET your share of the Fall work that will be moving soon? Make sure of it by putting out some live advertising. We'll furnish the cut



DURANT COUNTERS Can be Counted on to

Frank Armstrong Adv. Co., Des Moines, Iowa.



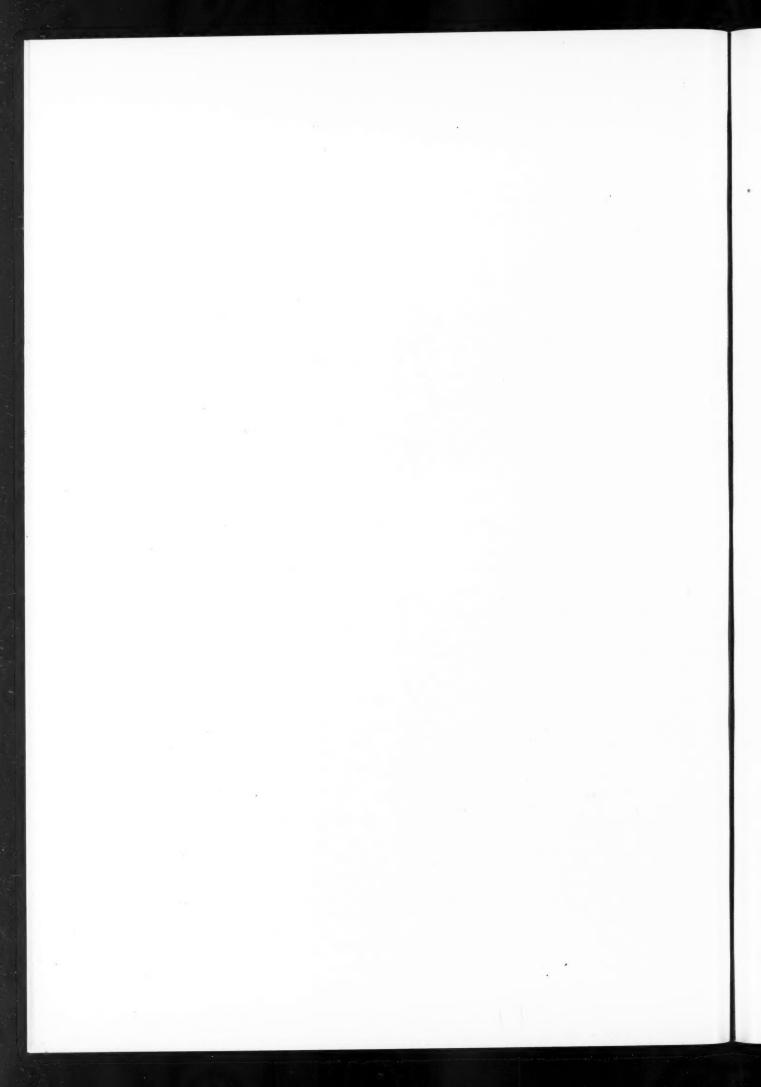
Men who are interested

in the engraving, printing and allied industries, read and study technical literature. Progress demands that an individual look beyond his own daily round of activities and devote some study to the larger accomplishments of others. No one man is so self-contained that he may rightly say, "I am the sum of all." The printer or engraver who does not take advantage of his technical trade literature is as foolish as the boy who does not want to go to school because the "fish are biting in the creek."

"The Graphic Arts Year Book"

is an epitome of the accomplishments of the allied arts and crafts. Within its 480 pages are many articles by the world's acknowledged leaders in theory and practice, giving information as to the best methods to employ to obtain high-grade results in plate-making and printing. There are numerous examples in colors and monochrome reproduced by various mediums. It is the highest grade annual review in the world and reflects the high standard of American engravers and printers. The book contains 480 pages, is 8 x 10 inches, bound in half-leather. Price \$5.00 in the United States and Canada. Foreign postage extra.

THE INLAND PRINTER COMPANY CHICAGO, ILLINOIS



PROMPT AND EXPERT

KNIFE-GRINDING SERVICE
We make a specialty of Paper Cutter and Lithograph Stone Knife grinding. E. C. KEYSER, 300 Dearborn Street, CHICAGO ('Phone, Harrison 7594)

To Users of the Monotype Machine

COLONIAL COMPANY

Mechanic Falls, Maine



CUTS for ADVERTISERS

Our CUT CATALOGUE shows thousands of beautiful and appropriate half-tone and line cuts for booklets, catalogues, circulars, magazines, appers, etc. Over 100 pp., 9% 21%, 50 cts. (refunded on § 50 order). HEAUTY HOOM.—Fullpage art pictures from original photographs of slavy-five of the most beautiful women in the world. Electroe for sale, 26 cts. Both 95 cts. Bannes taken. world. Electros for sale. 36 cts. Both 76 cts. Stamps taken. SPATULA PUB. CO., 100 Sudbury Bldg., Boston, Mass.



CLEVERLY BLOTTERS ILLUSTRATED DESIGNED BLOTTERS IN 3 COLORS YOU PRINT THEM - SHOW WHAT YOU CAN DO IN YOUR OWN SHOP

OUR Color Designs for printers' blotters furnish the up-to-date printer with a splendid means of advertising his business inexpensively, effectively and productively. They are a credit to the printer and never fall to bring in business. Particulars free. Write today, on your letterhead: CHAS. L. STILES, Columbus, Ohio

Roughing" for the Trade
We have put in a ROUGHING

ROUGHING We have put in a ROUGHING MACHINE, and should be pleased to fill orders from those desiring this class of work. Three-color half-tone pictures, gold-bronze printing, and, in fact, high-grade work of any character, is much improved by giving it this stippled effect. All work given prompt attention. Prices on application. Correspondence invited. THE HENRY O. SHEPARD COMPANY

120-130 Sherman Street

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SUMMER ROLLERS

The VAK BIBBER ROLLER CO.

CINCINNATI, OHIO.

WE MAKE THE BEST THAT CAN BE MADE

We use the latest up-to-date GATLING GUN system in casting, with the finest steel moulds, and make solid, perfect rollers by the best formulas.

Established 1868. Cincinnati is sufficient address in writing or shipping.



PLATEMAKERS! PUBLISHERS!

A gentleman with unquestionable references and with many years' experience not only as an office and sales man, but who is a modern and practical Electrotyper, Nickellyper and Stereotyper in all their branches, desires to interest himself financially with a concern that wishes to increase its business and needs such a partner, or would purchase a plant in some healthy location where good business on modern methods is assured.

Direct correspondence to "A 28," 1729 TRIBUNE BLDG., NEW YORK.

Dennison Manufacturing Company

sten New York Philadelphia Chicago St. Le



Learn PHOTOGRAPHY, PHOTO-ENGRAVING or THREE-COLOR WORK.

Engravers and Three-color Operators carn \$20 to \$50 per week. Only College in the world where these paying professions are taught successfully. Established sixteen years. Endorsed by International Association of Photocal Engravers and Photographers' Association of Illinois. Terms easy; living inexpensive. Graduates placed in good positions. Write for catalogue, and specify course in which you are interested.

ILLINOIS COLLEGE OF PHOTOGRAPHY or BISSELL COLLEGE OF PHOTO-ENGRAVING Emingham, Ill.

LR BISSELL President.

IXON'S Special Graphite No. 635 should be used on Linotype Space-Bands, Matrices, and wherever there is friction. Write for free sample 157. JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J.

A Modern Monthly-All About PAPER



HE PAPER DEALER

gives the wanted information on the general and technical subject of

Paper

It will enable the printer to keep posted on paper, to buy advantageously, and to save

money on his paper purchases. No dollar could be

spent more profitably for a year's reading. Printed on enamel book

SPECIAL OFFER—Enclose a dollar bill, or stamps, or money-order, in your letter-head, and remit at our risk, and receive the paper for the year of 1909 and also a copy of our book, "Helps to Profitable Paper Selling."



The PAPER DEALER 155 WASHINGTON STREET, CHICAGO

We Can Serve the Local Printer

With his SPECIAL WORK, in large or small runs, promptly, with our newly and fully equipped plant.

WE MANUFACTURE

mounting calendars.

We do Tin Mounting for the trade.

We sell Tin Mounting Machines.

We enamer, variant and gloss postal card views.

Roughing or "Stippling" of the highest grade.

Cut and Folded Tin Strips for | We enamel, varnish and gloss

American Tin Mounting Co. 54 North Clinton Street

Perhaps you think you are using the best padding glue now. I feel sure a trial of

R. R. B. PADDING GLUE

will change your mind. It's the best Padding Glue I can make—and I have been a specialist in this line for fifteen years.

Why not try it NOW?

ROBT. R. BURRAGE, 83 Gold Street, New York.

The Marchant Press

435 Kent Street :: Sydney, Australia

Advertising Writers and Printers

Want to buy useful stock cuts and other advertising novelties.

Will accept agencies for good, sound lines.

We'll willingly exchange literature with other good advertising firms.

We are Manufacturers of the Highest Grade of

"LINO" "STEREO"



"AUTO" "MONO"

PE META

Merchant & Evans Company

cessor to Merchant & Co., Inc.)

Smelters and Refiners

Philadelphi New York Brooklyn Baltimore Chicago

THE GLOBE SPECIAL MACHINERY CO.

PRINTERS', BOOKBINDERS' AND ELECTROTYPERS' MACHINERY

Machinery Rebuilt and Repaired. Day and night force. No delays. Expert mechanics. Telephone, Monroe 456.

11-19 South Jefferson Street, CHICAGO.



PRESS CONTROLLERS

Fills All Requirements of Most Exacting Printers.

MONITOR SALES DEPT. 106 South Gay Street, BALTIMORE, MD.

Embossing is Easy

Stewart's Embossing Board

Simple — Economical — Durable Sheets, 6x9 Inches

\$1.00 a Dozen, Postpaid

The Inland Printer Company

130 SHERMAN STREET, CHICAGO

Will You Accept This Business Book if We Send it Free?

Sign and mail the coupon below. Send no money! Take no risk!

One hundred and twelve of the world's master business men have written ten books—2,079 pages
—1,497 vital business secrets, ideas, methods. In
them is the best of all that they know about

- -Salesmanship
 -Advertising
 -Correspondence

- -Purchasing
 -Credits
 -Collections
 -Accounting
 -Cost-keeping
 -Organization

-Position-Getting -Position-Holding

Credits
Collections
Convertising
Convertisin

Will you read the book if we send it free? Send no money. Simply sign the coupon.

my salary, I should like to know them. So send on your 16-	name fre
descriptive booklet. I'll read it.	7-8

Business

Position

The Sea of Color Charted for The Printer: The Margo System



HE PRINTER can plan the color and obtain harmonious, unusual and striking effects, even more simply and quickly than he can select the paper stock—by using THE MARGO SYSTEM.

• No matter whether the paper is colored or white, the printer can give the printing richness, beauty and distinction in coloration—by using

THE MARGO SYSTEM.

Absolute close harmony or absolute contrast is obtainable in a few minutes—no expensive, uncertain testing, proofing or guessing with ink and press. The Chromato-

scopeisthe Printers' Chart in the Sea of Color.

These facts are determinable by you if you will write to us in consultation. You can satisfy yourself, and save yourself an infinity of trouble in your colorwork and save a great deal of money—and money saved is twice earned.

¶, The Inland Printer Technical School conducts the I. T. U. Course of Instruction in Printing. The management of the school has tested THE MARGO SYSTEM, and Mr.F. J. Trezise, the chief instructor says this:



Have You a Chromatoscope? R. MHQUILLIN, Conseal Manager S. M. KEATING, Favoreire Markins Composition Broach F. J. TREESS, Four-tere Int Companion Broach

Inland Printer Technical School 120150 Sberman Street Chicago III.

June 17, 1909.

Philip Ruxton, Inc., 158 Fast Harrison Street, Chicago, Illinois.

Dear Sir:

Tour introduction of the Margo system of color standardization represents the greatest forward step that the printing ink industry has experienced. It simplifies the question of color harmony, doing away with experimental proofs to determine pleasing combinations, and enables the printer to duplicate in color the artist's sketch-and with the greatest facility.

The Wargo nomenclature of colors—using the names of the primary and secondary colors throughout, and doing away with the fanciful but meaningless names heretofore used, will do much to enable the printer to establish a proper relation between the various colors.

Very truly yours,

INIAND PRINTER TECHNICAL SCHOOL,

Por J. J. Trejse

Consult us in color problems. You will have only one regret—that you did not consult us sooner.

FIT/J

PHILIP RUXTON, Inc.

NEW YORK and CHICAGO.

If you sell business stationery, whether you do the work of producing it or not, you sometimes lose an order for want of a convincing argument

Here is an argument that secures orders:

Mr. Customer, here is our estimate for making your letter-heads and envelopes.

It includes the <u>best</u> work we know how to do, on a bond paper that will <u>add character</u> to the finished job <u>without</u> adding much to the <u>price</u>.

We want to help you to compare price with product, so you can judge values fairly. Of course you want the best value, because that means a bigger money's worth.

You know business men are judging one another pretty closely these days. And a man's business stationery influences this judgment for better or worse.

We want to suggest that <u>your</u> stationery has <u>not</u> been quite up to the <u>standard</u> you maintain in other departments of your business.

You may have thought so, but it isn't good enough for you, when compared with what your competitors are using.

So we have made this estimate 10 cents per thousand higher than you expected because it gives you a better value — more for your money.

This increase gives you a much more dignified and impressive paper. It has nothing to do with the work. Here are the facts about it.

This paper we recommend is sold <u>only</u> in <u>large</u> quantities. You know how that cuts down expense.

It is sold <u>direct</u> to us from the <u>mill agents</u>. So no <u>jobber</u> gets a chance to <u>add his profit to your expense</u>, when you secure this paper.

While it costs you 10 cents a thousand more, you get a value equal to 50 cents a thousand more, because of the way this paper is sold.

Yes, that is the same talk you have read in magazine advertisements about Construction Bond; and it's true. Construction Bond is the paper we recommend to those who want their money's worth. Here's a sample of it. See the water-mark. Try to tear it. Try your pen on it.

Here's another fact worth remembering. Construction Bond is more widely used by large consumers of stationery than any other bond paper. These big fellows are the closest buyers we have to deal with. They always get the best value.

Now isn't it pretty safe to follow their lead and get impressive stationery at a usable price?

Now, Mr. Seller of Business Stationery,

CONSTRUCTION



whether you do the work of <u>producing</u> it or not, there is an argument <u>you</u> can use to advantage. It has been used for several years <u>successfully</u>. So there is no <u>guessing</u> about it.

The thing to do <u>now</u> is <u>write at once</u> for samples of all sizes, weights, colors and finishes of Construction Bond. Find out how <u>we</u> secure <u>new</u> customers for those who handle and recommend Construction Bond. We <u>can</u> secure them for you. So write <u>to-day</u>.

W. E. WROE & CO., 313 Michigan Boulevard, Chicago

IS THE OPINION OF THESE LEADING PRINTERS **WORTH ANYTHING?**

The Largest Mail Order Catalogue Printers

Chicago, January 7, 1909.

Thompson Type Machine Co., Chicago, Illinois.

Chicago, Illinois.

Gentlemen—The Thompson Typecaster recently installed by us is doing its work in a thoroughly satisfactory manner. The quality of the product is fully equal to that of any casting machine and may be fairly compared to foundry type.

We find the Thompson Typecaster an invaluable auxiliary to our Linotype equipment, giving us from the same matrices an abundant supply of single type as well as all manner of logotypes

to match Linotype faces.

The two machines complement each other in a remarkable manner, and leave nothing to be desired in the composition of a large general merchandise catalogue.

Yours very truly,

SEARS, ROEBUCK & COMPANY,

By Irwin Rosenfels, Manager Advertising Dept.

The Printers of "The Inland Printer"

Chicago, July 12, 1909.

Thompson Type Machine Co.,

Chicago, Ill.

Gentlemen—The Thompson Typecaster which we have installed is giving complete satisfaction and making perfect type from Linotype and Compositype matrices as well as from matrices of your own make.

A typecasting machine is an indispensable adjunct to any printing house, and we consider the Thompson Typecaster the best on the market.

Sincerely yours,

THE HENRY O. SHEPARD CO.,

P. R. Hilton, President.

Chicago's Most Enterprising Commercial Printers

Chicago, November 12, 1908.

Thompson Type Machine Co.,

120 Sherman Street, Chicago.

Gentlemen—After seven months' continued use of your sting machine we are glad to be able to say that we are well satisfied both as to quantity and quality of type.

It seems to us that any fair-sized office could use your

machine to advantage, as the wide variety of good faces makes the keeping up of the quality of the office's work an easy and economical matter. And in these days, when customers seem to desire complete proofs of a job, no matter how large it is, before printing, a

typecasting machine is becoming a necessity.

Being able to use Linotype matrices for casting type is also a big feature, both because of the cheapness of the matrices and the

ability to match machine type.

Very truly yours, COZZENS & BEATON TYPESETTING CO.,

F. B. Cozzens, Manager

The Largest Publishing House in the United States

Hammond, Ind., Jan. 14, 1909.

Thompson Type Machine Co.,

120 Sherman Street, Chicago.

Gentlemen—The Thompson Typecasting Machine which you put in our plant some time ago is doing very good work, and it is certainly a long felt want in our composing-room. The type cast is very satisfactory and we really do not see how we have been able to get along without this machine. The fact that it casts type from Linotype matrices makes it almost a necessity in all composing-

Yours very truly,

W. B. CONKEY COMPANY,

W. B. Conkey, President.

Foremost "Night and Day" Printers in Chicago

Chicago, November 11, 1908.

Thompson Type Machine Company.

I hompson I ype Machine Company.

Gentlemen—We have been using your typecasting machine night and day for three months, and are well satisfied with it. The large variety of faces obtainable on this machine makes it an exceedingly valuable adjunct to our large composing-room, and enables us to handle practically anything in the way of hand composition. The fact that we are able to duplicate the faces in use on our Linotypes also saves a great deal of time. We think the machine a decided success, and would not be without it.

Respectfully yours

PETERSON LINOTYPE COMPANY. C. S. Peterson, President.

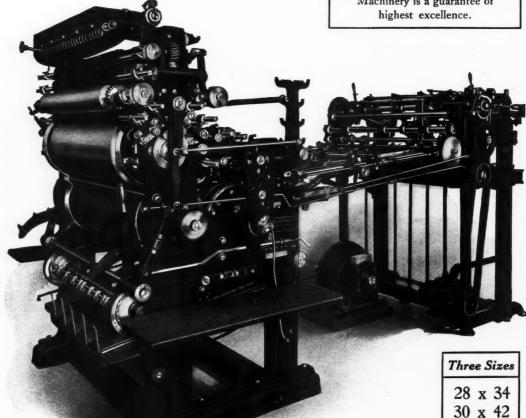
Our New Model is Now Ready. Write for Particulars. Uses Every Make of Matrix—Linotype, Monotype, Compositype and Our Own Make. rental plan gives you all the type you want for \$2 per font. Our New Model is the fastest machine on the market, and the product is equal to foundry type.

THOMPSON TYPE MACHINE CO.

120-130 Sherman Street, CHICAGO

If It's a POTTER It's The Best

The name **POTTER** on Printing Machinery is a guarantee of highest excellence.



30 x 42 34 x 44

POTTER ROTARY OFFSET PRESS.

Simplest, Strongest, Surest,
Greatest Efficiency, Least Trouble,
Either Hand or Automatic Feed.

POTTER PRINTING PRESS CO. PLAINFIELD, N. J.

D. H. CHAMPLIN, 342 RAND-McNally Bldg., Chicago, Western Sales Agent.

How Newspapers Can Get It Back

EVERY publisher knows that newspapers formerly carried a large variety and quantity of general advertising which they have lost since the development of the modern attractively printed magazine.

A greater volume of advertising is going into the magazines than ever before. Count the advertisements in the leading magazines—you'll perceive the steady gain month after month.

The volume grows constantly—THERE'S NO DOUBT ABOUT IT.

Naturally, the question comes: "Why do not the newspapers get a share of this advertising?"

Advertisers of seasoned judgment—who spend their money and watch results—TELL why.

Advertisements printed in magazines are clear and sharply outlined—NEVER SMUDGED OR BLURRED—as in newspapers.

THEY STAND OUT like a beacon light in the dark—every type is distinctly outlined and perfectly defined, every word is a picture unto itself—attractive, luring, fascinating.

The strong typography of the advertisement catches and holds the eye—compels you to read it through—once, twice and THRICE. After that you ADMIRE it and STUDY it as you would a picture.

There are thousands of others who do the same thing, which is not true of the newspaper.

This superiority of magazine advertising over that of newspapers comes from the printing—printing on the RIGHT KIND of press.

THE COTTRELL SUNDAY SUPPLEMENT PRESS is built by the same people and on the same principles as the Cottrell magazine rotary presses on which the beautiful magazine work is done. It imparts to the newspaper the clearness and elegance of the most beautifully printed magazines in the world.

Possessing the Cottrell Sunday Supplement Presses, newspapers can get back the vast amount of advertising which has been lost.

May we write you full particulars?

C. B. COTTRELL & SONS CO.

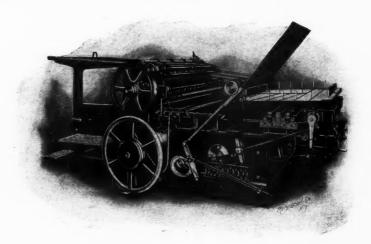
41 PARK ROW, NEW YORK

279 DEARBORN ST., CHICAGO

WORKS: WESTERLY, R. I.

THE USER OF THE RELIABLE HITL()

ALWAYS ENJOYS HIS VACATION



WNERS OF WHITLOCK PRESSES have a measure of enjoyment when away on vacations not experienced by other printing-office proprietors. They know that the pressroom is making money at every turn of the wheel. They know that the output of the room will be large in quantity and good in quality. They know that the presses will cause no trouble by breakdowns and delays. They know that other essential details of the conduct of that department will move along smoothly. Why not become a member of the large and happy family of Whitlock users, so that you can have peace of mind when away as well as when "on the job?" It is easy to join. Let us tell you how.

AGENCIES COVERING AMERICA AND EUROPE

AMERICAN TYPE FOUNDERS CO. Chicago, St. Louis, Cleveland, Cincinnati, Detroit, Minneapolis, Kansas City, Denver, Los Angeles, San Francisco, Dallas.

MESSRS. J. H. SCHROETER & BRO., 133 Central Avenue, Atlanta, Ga.

MESSRS. T. W. & C. B. SHERIDAN, 10 Johnson's Court, Fleet St., London, E.C.

AUSTRALASIAN AGENTS

Messis. Parsons & Whittemore, 174 Fulton St., New York. Challis House, Martin Place, Sydney.

The WHITLOCK PRINTING-PRESS MANUFACTURING COMPANY

DERBY, CONN.

NEW YORK, 23d Street and Broadway Fuller (Flatiron) Building

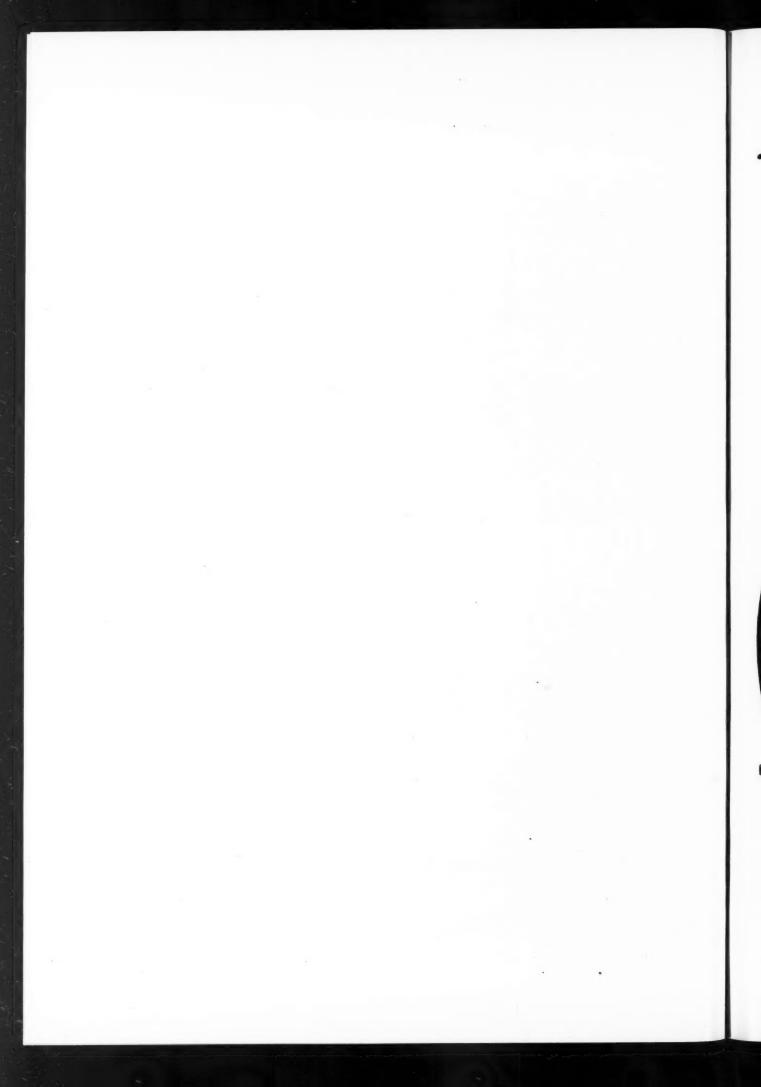
BOSTON, 510 Weld Building, 176 Federal Street



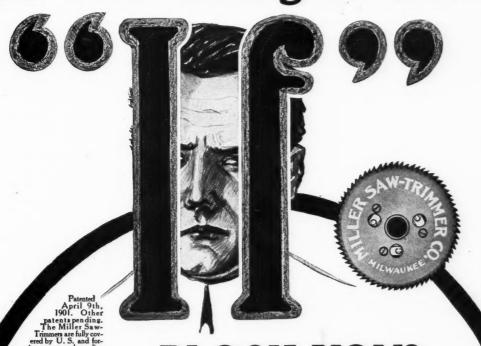
IN THE FOREST ON LINE OF THE SANTA FE RAILWAY

Color Plates and Printing by
The Williamson-Haffner Engraving Co.
United States Colortype Press
Denver, Colorado

Printed with Photo Chromic Colors
Manufactured by
The Ault & Wiborg Company,
Cincinnati, New York, Chicago,
St. Louis, Toronto, London.



Are You Going to Let an



LOCK YOU?

OOK this straight in the face! Can you honestly call it good business to let an imaginary "If" cheat you out of your rights, when knowing positively can cost you nothing? We offer you:

Thirty Days Riskless Free Use of the MILLER "Universal" or "Special-Purpose" SAW-TRIMMER

Acceptance commits you to nothing. The gamble is all on us. Under your own shop conditions you prove out the Miller-decide how much it will make for you, how much it will save, how quickly it will earn its cost. Then keep it or return it as you elect.

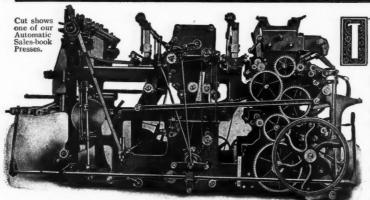
> Write us today for full details on these two types which are the only machines in the world which saw-and-trim at a single operation, reducing cuts, slugs and rule to absolute point measure, mitering, mortising and accomplishing other important cuts and trims precisely to points. Today is none too soon to write.

Miller Saw-Trimmer Co. Milwaukee

\$300



Sharp Competition requires Special Machinery



T is not the largest printing plant, employing a large army of workmen, that turns out work profitably. It is the one equipped with special machinery that can meet competition at profit.

We build Special Machines for the Printing and allied trades, for producing specialties in one operation.

Write us class of work, principal sizeswhether delivered flat, folded, interleaved, or rewound, and output desired-so that we can submit descriptive data and quote prices.

MEISEL Press & Mfg. Co. 944 to 948 Dorchester Avenue BOSTON, MASSACHUSETTS

OUALITY--PRICE--SERVICE

A COMBINATION IMPOSSIBLE TO BEAT

"SATIN FINISH" Copper and Zinc All Sizes and Gauges Carried in Stock



Engravers' Supplies Charcoal, Powders, Dragon's Blood, Inks, and all sundries

The American Steel & Copper Plate Co. 116 Nassau St., New York City

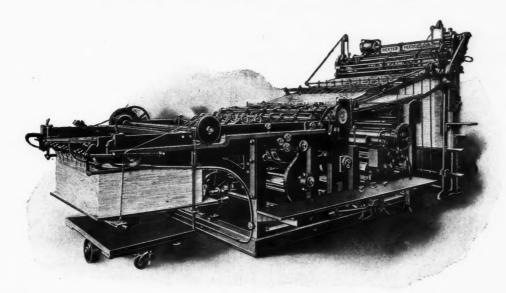
BRANCHES

358 Dearborn Street, Chicago

97 Queen Victoria St., London, Eng.

THE SCOTT SHEET-FEED ROTARY TWO-REVOLUTION is the Pioneer Sheet-Feed Rotary Press

"Built by the People Who Know How"



A Scott Rotary Sheet-Feed Two-Revolution Press

has been in operation in one of the largest printing-offices in New York city for several years, running all the time and giving entire satisfaction.

Over a Million Impressions

have been worked on a set of plates on this machine without any perceptible wear. It gives an unyielding impression and the ink distribution is unsurpassed.

The Printed Sheets

are delivered singly on a receiving table properly jogged for refeeding. The receiving table lowers automatically at a speed equal to the thickness of paper used. The delivery can be arranged to deliver the printed product with printed side up or down, as desired.

Send to nearest Office for prices and further information about this machine.

New York Office 41 Park Row

WALTER SCOTT & CO.

- DAVID I SCOTT General Manager -

PLAINFIELD, NEW JERSEY, U.S.A.

CHICAGO OFFICE MONADNOCK BLOCK

CABLE ADDRESS -" WALTSCOTT," NEW YORK.





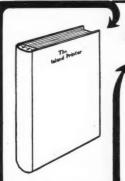
Dinse, Page **Company**

Electrotypes Nickeltypes

Stereotypes

429-437 LA SALLE ST. CHICAGO, ILLINOIS

TELEPHONE, HARRISON 7185



304 N. Third Street

Bind your Inland Printers at Home with an ARNOLD SECURITY BINDER

ST. LOUIS, MO.

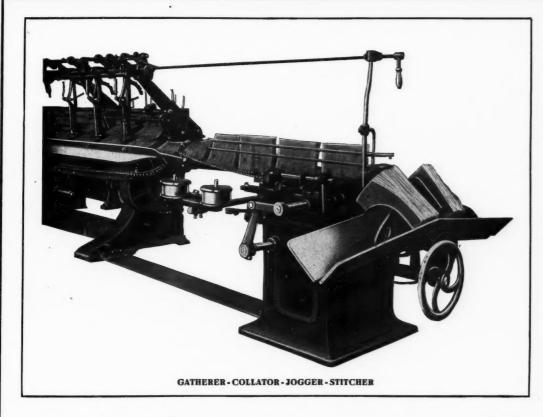
Artistic :: Simple :: Durable

NO TOOLS, PUNCHING OR STITCHING --- YOUR HANDS THE ONLY TOOLS

THE "ARNOLD SECURITY BINDER" is the modern method of keeping your magazines together and in good condition. It has the finished appearance of a bound book and is the ideal magazine cabinet, keeping the magazines fresh and in consecutive order. It can be used as a permanent binding or emptied and refilled as the magazines become out of date. A magazine can be inserted or removed at any time without disturbing the others.

Two Binders, covering full year, \$1.80 Binder for One Volume, six issues, \$1.00

Address, THE INLAND PRINTER 120-130 Sherman Street, CHICAGO



Four operations at one and the same time, consequently great saving of time and labor

These machines are covered by U. S. Patents Nos. 761,496, 763,673, 768,461, 768,462, 768,463, 779,784, 783,206, 789,095, 828,665, 813,215, 846,923. Action has been commenced against Gullberg & Smith for making machines in infringement of patent No. 761,496, covering the Detector or Caliper. Sellers and users of the infringing machines are also liable.

WATCH THIS SPACE FOR A LABOR-SAVER TO BE PLACED ON MARKET BY US

GEO. JUENGST & SONS CROTON FALLS, N. Y.

LABOR- Kidder Machinery MONEY-MAKING

Do you ever think you require a Press built specially for your work?

You do?

Well, then get into correspondence with us. We are doing such work continually and may have the designs of such a Press in our drawing-room, which we could build quickly, and at 1/3 the cost of one specially designed.

What you are after is

Output

Quality

Reduced cost.

We can give you these in "Kidder Printing Presses."

Tell us your requirements. We will furnish particulars.

Kidder Press Co. Main Office Dover, N. H.

Canada: The J. L. Morrison Co. NEW YORK OFFICE: 261 BROADWAY

GIBBS-BROWER CO., AGENTS

Great Britain: John Haddon & Co. London

Parkside Casing-in Machine

The Parkside Casing-in Machine

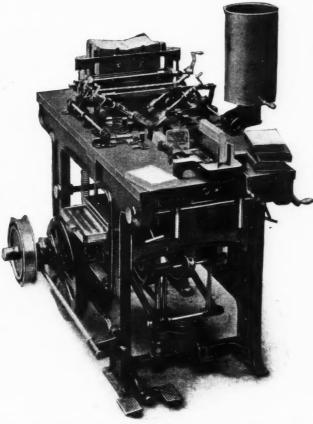
Centers books automatically on the book-arm without any necessity for opening them up.

Lays books and covers accurately to finely adjusted guides.

Forms the cases.

Efficiently pastes the whole side of a book right up to the joint.

رووي



The Parkside Casing-in Machine

Can be easily and quickly changed for different sizes of books.

Runs almost noiselessly.

Runs rapidly.

Requires little labor.

A necessity in the bindery.

ريهي

A neater book than has hitherto been obtainable by any process is insured by the case-forming device on this machine.

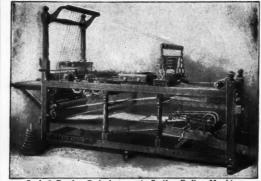
For further particulars about the Parkside Casing-in Machine, address

T. W. & C. B. SHERIDAN CO.

56-58 Duane Street, NEW YORK

149 Franklin Street, CHICAGO

65-69 Mount Pleasant, LONDON, W.C., ENGLAND.



Style 3 Duplex O-A Automatic Striker Ruling Machine

HICKOK Paper-Ruling Machines AND Ruling Pens Bookbinders' Machinery

The W. O. HICKOK MFG. CO. HARRISBURG, PA., U.S.A.

ESTABLISHED 1844

INCORPORATED 1886





from two to five inches.

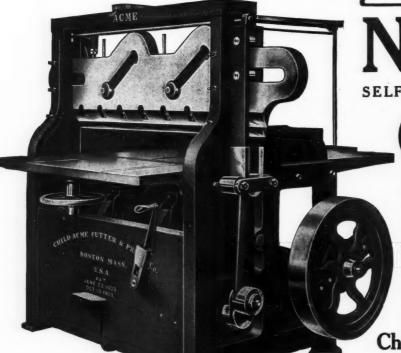
= For further information, address : Rev. ROBERT DICK ESTATE - 139 W. Tupper St., Buffalo, N. Y.

James White Paper Co.



COVER AND BOOK **PAPERS**

210 MONROE STREET - - - CHICAGO





"Better Than Ever"

Triple-geared.

No Single-geared Cutter has equal Durability or Strength.

High-grade in every respect.

Guaranteed Accurate, Strong and Fast.

CATALOGUE AND PRICES ON APPLICATION

Child Acme Cutter Co.

Manufacturing only Cutting Machines

184 Summer Street 620 Atlantic Avenue \ - - - BOSTON, MASS. 41 Park Row - - - - NEW YORK, N. Y. Factory - - - - - DOVER, N. H.

Quality Quantity uietly Without effort or strain; results

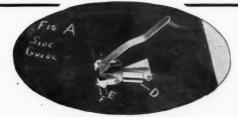
assured; profits inevitable and perfect satisfaction universally.

OBTAINABLE THROUGH ANY RELIABLE DEALER

Boston Printing Press & Machinery Co.

176 FEDERAL STREET, BOSTON, MASS.





Send Me a Dollar Bill

and I will send, postpaid, an Automatic Registering Gage that will do just as accurate work as any \$4 and \$5 gage on the market; attached in one second; feeds to nonpareil margin; will never No middleman's profits; money back if not satisfied.

L. E. TAIT, Patentee, Red Cloud, Neb.

Profitable Side-line for Printers

PERFECT IMITATION TYPEWRITTEN LETTERS

are more in demand to-day than ever before. There's a splendid chance in your locality to handle this work at a profit, with little or no extra expense.

Our process is simple, no special apparatus required and no royalties to pay.

Letters printed in purple, blue, black, green or red with our Ribbon Process are ready for use on any Typewriter, so that a perfect letter is produced when name and address are filled in. Investigate.

Write us to-day for full particulars. Complete instruction book goes with each outfit.

THE TYPERIBBON MFG. CO., 113-115 Sherman St., Chicago

MENTGES "IMPROVED"

Combines Simplicity, Accuracy, Durability, Neatness and Speed with Folder Building Experience, making it the Most Successful Medium Priced Newspaper and Periodical Folder on the Market

Special Features-

Milled Steel Rollers.

Spring Cushion Boxes.

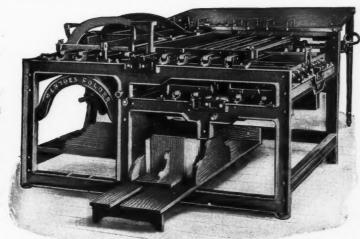
Polished Steel Folding Knives with saw-tooth edges.

Gear-driven Paster.

Gripper Straightener.

Back Retarders.

Eccentric Push Packer that slides in a Bab-bitted Journal.



Special Features-

Polished Steel Supplement Table.

Five-ply Maple-faced Iron-enforced Feed-Table, etc.

Entirely gear-driven.

Equipped with Bab-bitted Journals throughout.

Cast-iron Frame, Double Cap-screwed together.

Individual Tape Stands.

= Information on request. Prices and Terms reasonable. =

MENTGES FOLDER COMPANY . . . SIDNEY, OHIO

"The HOME OF WALTONES"

Where Quality and Service is



THE INLAND-WALTON ENGRAVING COMPANY
120-130 SHERMAN ST.
CHICAGO

A Good

Numbering Machine

Good Numbering

CAN'T FALL OUT OF THE FORM

To meet cheap competition we have followed the only proper course of making "WETTER" machines better than the other fellow's.

All orders and inquiries entrusted to us are handled by men of experience, and the finished product is Numbering Machines that can not be surpassed in design, finish, accuracy and durability, and which are adapted for the work they are intended.

Occasionally a dealer is tempted to suggest something "just as good," sacrificing his own opinion; norder to make a little better commission on the sale—but to protect yourself, insist on having

CARRIED IN STOCK BY

ALL DEALERS



Good Press Work

Constant speed is absolutely essential to good press work.

Hawthorn

Induction Motors

applied to your presses will drive them at an absolutely constant speed from the time the run is started until the last sheet is through.

Hawthorn Induction Motors are simple in construction and reliable in operation. They put the power right at the press where it is needed. You don't have to depend on power-wasting, dirt-throwing belts and shafting.

Hawthorn Motors are made in all sizes for running any machine used in a printing office. Let us tell you more about them.





Hawthorn **Induction Motor**

Write for Bulletin No. 2207 on "Power Equipment for Printing Offices."

New York, Boston, Philadelphia, Pittsburg, Atlanta.

Chicago, Cincinnati, Indianapolis, Minneapolis.

Write Our **Nearest House** St. Louis, Denver, San Francisco, Seattle, Kansas City, Dallas, Los Angeles, Salt Lake City, Omaha.

Northern Electric and Manufacturing Co., Ltd., Montreal and Winnipeg

REAL LIVE ISSUE TO-DAY THE

"Where can I get the best, most accurate and reliable composing-stick?"

The "D. & H." Standard Job Sticks have won a firm reputation for reliability, being backed by twelve years of manufacturing experience. There's a vast difference between a composing-stick emerging from the experimental stage and a stick

beyond the experimental development—one which has stood the test at the hands of the most discriminating and qualified experts. The "D. & H." Standard Job Stick is made with the least number of "red tape" parts—

LENGTH e United States

direct simplicity and durability. No eccentric movement, positively can not slip when set to desired measure; knee made of semi-steel, insuring rigidity. No groove to wear by continued use. Workmanship, highest quality, finished in polished steel, nickel-plate or rust-proofthe latter best finish for sea-coast points.

THE DRAPER & HALL COMPANY, MIDDLETOWN, CONN.

With the New Wedge-Lock Attachment the compositor has at his command a most thoroughly up-to-date Composing Stick.

#***********



The Star Composing Stick

is the most perfectly constructed Stick on the market. Made from best materials, highly finished, adjustable, graduated, can not slip, set instantly, perfect rigid knee with our New Wedge Lock — a reliable locking device. It is accurate and convenient. If you have not investigated our claims, you are denying yourself the use of the most modern of all Composing Sticks.

Ask for our Pamphlet, telling you all about it. "It's a Tool of Quality for Particular Printers."

FOR SALE BY ALL SUPPLY HOUSES

The Star Tool Manufacturing Company 17 West Washington St., Springfield, Ohio

⋒★★★★★★★★★★★★★★★★★★★★★★★★★



HOOLE MACHINE & ENGRAVING WORKS

29-33 Prospect Street

111 Washington Street

BROOKLYN, N.Y.



"HOOLE" Check End-Name Printing Machine

A Job of 500 End Names can be set up and run off on the "HOOLE" Check End-Name Printing Machine at a cost of nine cents, and the work will equal that of the print-Let us refer you to concerns who are getting the ing-press.

End-Name, Numbering, Paging and Bookbinders' Machinery and Finishing Tools of all kinds.

The Best cuts and electrotypes can't show good results without the use of really good_

Printers' Inks

which fasten the cuts to the paper and are more important than the harness which connects horse and wagon.

are the best, best working and best looking printing inks. Made from HUBER'S celebrated colors and HUBER'S own best varnishes, scientifically and harmoniously combined, they will permit the printer to turn out the most and the best work that the press is capable of doing. Ask for catalogue.

MANUFACTURER OF

J. M. Huber Dry Colors, Pulp Colors Varnishes and Printing Inks

350 Dearborn Street - - CHICAGO JOHN MIEHLE, Jr., Manager

BOSTON 133 Pearl Street **PHILADELPHIA**

ST. LOUIS 113-115 Vine Street

206 South Fifth Street 150 Worth Street and 3, 4, 5, 6 Mission Place, NEW YORK

HUBER'S Colors in use since 1780



The sheet, as shown, is fed short of the gauge and yet it will register. When the press closes, the "Automatic" extends forward and gently pushes the sheet to exact position. It does not bite the sheet and prevent it from registering. It never

pushes it out. It registers cardboard or paper. The ordinary gripper operates it. No extra fixtures. The gauge forms a stop for the sheet and then registers it. Feed any way to it as a side gauge, and as fast as you like.

The Automatic Register Gauge costs \$4.80. Including a pair of the Double-Grip Gauges for the bottom, to your door for \$5.95. Testimonials and booklet. Your Dealer or

E. L. MEGILL. Patentee and Manufacturer, 60 Duane Street, NEW YORK



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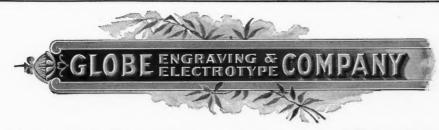
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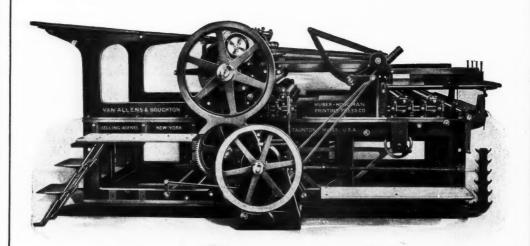
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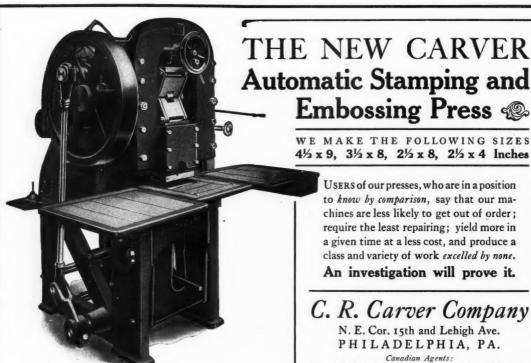
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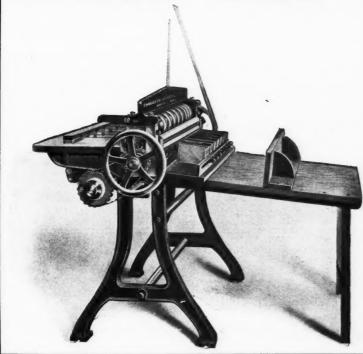
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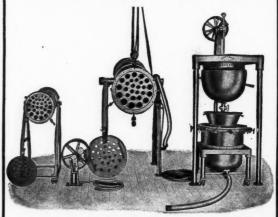
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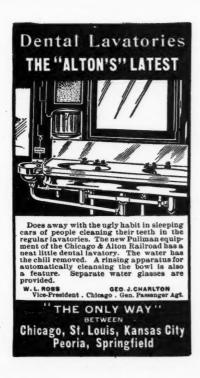


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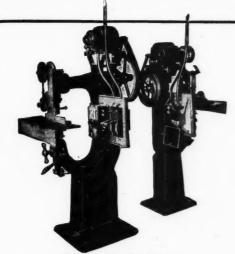
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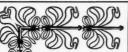
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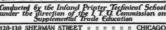
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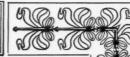




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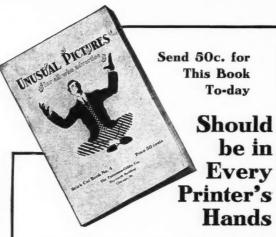


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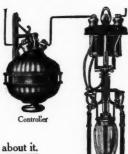
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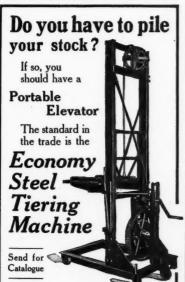
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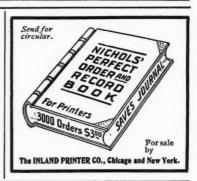
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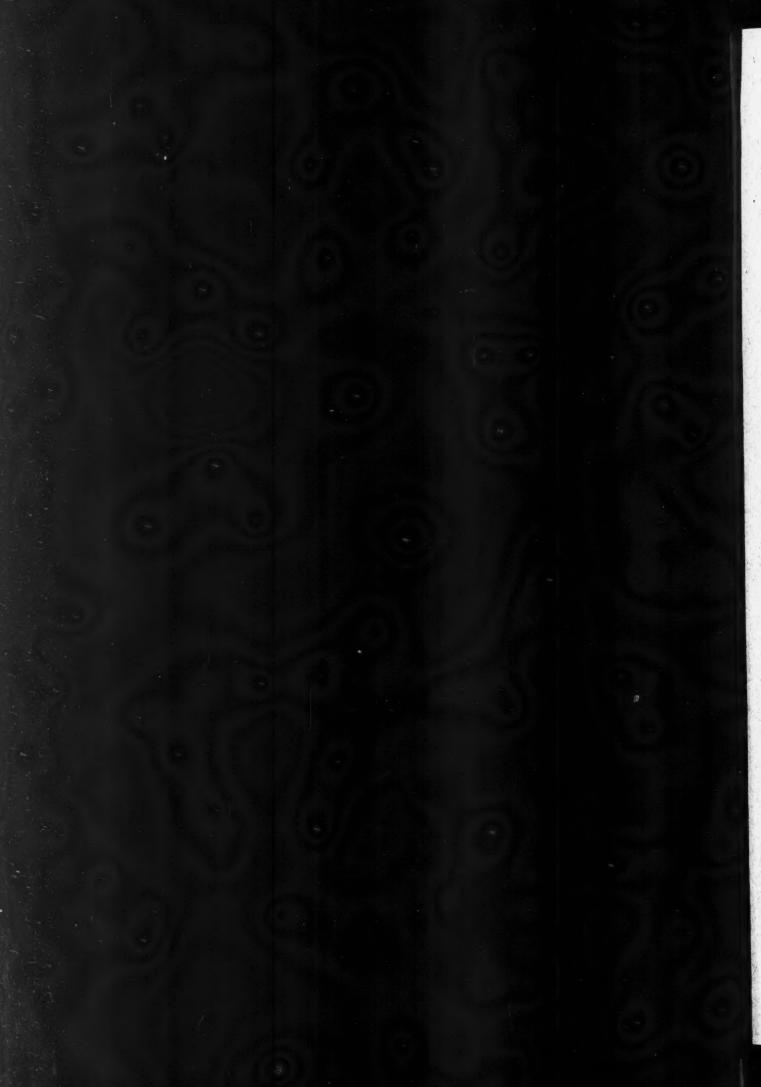
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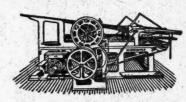
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The following is a list of Miehle Presses shipped during the month of June, 1909



THIS LIST SHOWS THE CONTINUED DEMAND FOR MIEHLE PRESSES.

	Commercial Ptg. & Blank Book Co. Ottumwa, Iowa	1
	Eby & Stubbs. Detroit, Mich. Previously purchased one Mieble.	1
	J. W. Clement Co. Buffalo, N. Y. Freviously purchased eleven Michies.	1
	Wm. E. Spangehl Sons	1
	Herald Publishing Co	1
. "	McKenzie-Robbins Ptg. Co Crookston, Minn	1
	S. H. Burbank & Co. Philadelphia, Pa. Previously purchased five Michles.	1
	The York Ptg. Co	1
	Twin Falls News Pub. Co	1
	C. A. Hack & Son	2
	J. H. Wittmann	1
	Pioneer Show & Coml. Ptg. Co Seattle, Wash	1
	Bulman Bres	1
*	Chicago Carton Co	1
	The Pfeifer Show Print Co Columbus, Ohio Previously purchased one Miehle.	1
	Butler Brothers	1
	Southwestern Pub. Co	1
	The Conklin Pen Mfg. CoTolede, Ohio	1
	The Reid Press	2
	The Aull Bros. Paper & Box Co Dayton, Ohio	1
	The Tucker Printing House Jackson, Miss	1
		0.00

Harding & King Mason City, Iowa.	1
Pryor Press	
The Winthrop Press New York city Previously purchased four Michles.	2
Tudor & PetersonDenver, Colo	1
Geo. G. PeckNew York city	1
John W. Hailman	1
Kemptener Tag und AnzeigeblattKempten, Germany	1
The Gerlach-Barklow CoJoliet, Ill Previously purchased four Michies.	2
Robert Muller Potsdam, Germany	1
National Advertising Ptg. Co Chicago, Ill	2
Cumming & Sons	1
Reimers Pub. Co	1
The Bryan Ptg. Co	1
C. S. MercerSeymour, Ind Previously purchased two Michies.	1
Reporter Press	5
C. H. Forsman CoNew York city	1
The Republican Courier CoBozeman, Mont	
Brown & Power	1
The Sefton Mrg. Co	1
The Tengwall Co	1
The Jones Ptg. Co., Ltd Lake Charles, La	1
Arthur Pick	1
The Athens Printery Co Athens, Ohio	
F. H. Gilson Co	1

Total Shipments for June, 1909, 54 Miehle Presses

For Prices, Terms and Other Particulars, address

The Miehle Printing Press & Mfg. Co.

Factory, COR. FOURTEENTH AND ROBEY STREETS, (South Side Office, 274 Dearborn Street)

CHICAGO, ILL., U.S.A.

New York Office, 38 Park Row. Philadelphia Office, Commonwealth Bldg. Boston Office, 164 Federal Street.

Berlin, Friedrichstrasse 16 179 Rue de Paris, Charenton, Paris.